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The
CHEMIST AND DRUGGIST
for **RETAILER - WHOLESALER - MANUFACTURER**

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 3108
VOL. CXXXI

SEPTEMBER 2, 1939

Annual Subscription (with
Diary) 20/- Single Copies 9d

Why you should contract for

TORCH BRAND MALT & OIL

Because

- 1 It is the finest quality product offered to the public.
- 2 We manufacture the Cod Liver Oil as well as the Malt Extract.
- 3 Its flavour is delicious, and time has proved it to be the "children's choice."
- 4 It is a C.F. Line and has been reserved to chemists for at least 25 years.
- 5 Prices are protected and are stable for 1939-1940.
- 6 It is manufactured and guaranteed by Allen & Hanburys Ltd.

PUT THIS ATTRACTIVE CUT-OUT IN YOUR WINDOW AND INCREASE YOUR SALES

ALLEN & HANBURYS LTD
L O N D O N - E 2

Telephone: BISHOPSGATE 1201 (12 lines)
Telegrams: GREENBURYS BETH, LONDON

TORCH BRAND MALT & COD LIVER OIL

Keeps them fit throughout the Winter

Manufactured & Guaranteed by ALLEN & HANBURYS LTD

*Maintain your
takings and profits!*

Sell

Euthymol TOOTH PASTE

- (1) NO PRICE REDUCTION
- (2) NO SIXPENNY SIZE
- (3) ON THE P.A.T.A FOR
OVER 30 YEARS

Minimum Retail Price

1s. 3d. per tube



Send for Bonus Terms to:
PARKE, DAVIS & CO.
50 BEAK ST., LONDON, W.1

Show Elasto—It Sells on Sight!



ONE SHILLING AND THREEPENCE PROFIT ON EVERY SALE

ELASTO Advertising is Nation-wide and Consistent. An ever-increasing demand for this product is being created at your very door; a slight effort on your part will bring this new and profitable business to your counter. A showcard or a few Elasto cartons displayed in your window will bring most gratifying results. You can recommend Elasto with confidence for: Varicose Veins, Bad-Leg, Phlebitis, Eczema, Hardened Arteries, Heart Troubles, Rheumatism, Bad Circulation, etc. A Tablet Remedy, easy to handle—and reliable.

Retail Price 5/- per pkt. Wholesale 45/- per doz.

P.A.T.A.



SHOW MATERIAL GLADLY SENT FREE ON REQUEST

The NEW ERA TREATMENT CO. LTD.
CECIL HOUSE, HOLBORN VIADUCT, LONDON, E.C.1

Sales Compelling FORHANS Advertising

*that will bring customers
to your shop*

FORHANS advertising in leading National Newspapers and Magazines is telling your customers that *Forhans* is different — only Forhans contains this special anti-pyorrhoea astringent, it does BOTH jobs . . . saves gums . . . cleans teeth. Stock and show this fast-selling dentifrice.

*Remember you make 10d. profit and
more on every 2/6 tube!*

LIST OF MEDIA

NATIONAL PRESS

Daily Express
Daily Mail
Daily Mirror

Daily Sketch
Daily Telegraph
News Chronicle

SCOTLAND Glasgow Bulletin

NATIONAL MAGAZINES

Britannia and Eve
Good Housekeeping
Woman's Journal
Tatler
Punch
Illustrated London News

PROFESSIONAL

Chemist and Druggist
Dental Magazine
Mouth Mirror

For free display material and
full details of terms, write to:
FORHANS LTD., Cliffords Inn,
London, E.C.4



Bleeding Gums
can lead to
PYORRHOEA!
Save your teeth with
FORHANS

Keep your teeth longer! Prevent bleeding gums that warn of dread pyorrhoea. It's easy! Just massage your gums with Forhans, the only dentifrice containing the special astringent originated by Dr. R. J. Forhan, and follow his advice. Use Forhans regularly. Teeth will shine — gums will glow with health. Forhans does both jobs — gives double value. Try Forhans today!

ONLY FORHANS
BRAND ORIGINAL
DENTIFRICE
CONTAINS THIS
SPECIAL ANTI-
PYORRHOEA
ASTRINGENT!

DOES BOTH JOBS...
SAVES GUMS, CLEANS TEETH
R. J. Forhan
D.D.S.

This is
one of a series
of advertisements
that will appear
76,023,728
times during the next
four months

(P.A.T.A.)

FORHANS

BRAND

ORIGINAL
DENTIFRICE

{ SAVES GUMS
CLEANS TEETH

DAILY MAIL
 DAILY EXPRESS
 NEWS CHRONICLE
 DAILY HERALD
 DAILY TELEGRAPH
 TIMES
 DAILY MIRROR
 DAILY SKETCH
 RADIO TIMES
 PUNCH
 PICTURE POST
 MOTHER
 WIFE & HOME
 PARENTS
 WOMEN'S SPHERE
 WOMAN AND HOME
 GOOD HOUSEKEEPING
 HOME NOTES
 WOMAN'S ILLUSTRATED
 LADY'S COMPANION
 WOMEN'S OWN
 WOMAN'S PICTORIAL
 HOME JOURNAL
 NURSERY WORLD
 PEOPLES' FRIEND
 NEWCASTLE EVENING
 CHRONICLE
 DARLINGTON NORTHERN
 ECHO
 YORKSHIRE EVENING POST
 BRADFORD TELEGRAPH
 AND ARGUS
 HALIFAX DAILY COURIER
 LANCs. DAILY POST
 NORTHERN DAILY
 TELEGRAPH
 BOLTON EVENING NEWS
 MANCHESTER DAILY
 DISPATCH
 LIVERPOOL ECHO
 YORKS. TELEGRAPH
 AND STAR
 DERBY EVENING
 TELEGRAPH
 NOTTS. EVENING POST
 SOUTH WALES ECHO
 SOUTH WALES POST
 SOUTH WALES
 DAILY ARGUS
 SCOTSMAN
 GLASGOW HERALD
 GLASGOW DAILY RECORD



Advertised goods
sell best !

Regular Advertising
in all these papers
helps you to sell

Crookes'
Halibut Oil

Write today for full details of the NEW attractive show material for Crookes' Halibut Oil, enabling you to tie up with our regular advertising throughout the winter. Ask, too, for full details of the generous bonus terms.



BONUS TERMS offered in return for displays		
ORDER	DISCOUNT	BONUS
6 doz.	25% and 10%	2 per doz.
3 doz.	25% and 10%	1 per doz.
1 doz.	ORDINARY	1 per doz.

THE CROOKES LABORATORIES (British Colloids Ltd.) PARK ROYAL, N.W.10
 Phone: Willesden 6313 (6 lines) Grams: Colloids, Harles, London

THIS

IS GOING TO BRING YOU BUSINESS

A September boom in GUITAROSE sales is assured by the launching of a nationally advertised competition. Thousands of women and girls throughout the country will compete for prizes of Super de Luxe Automatic GUITARE Lipsticks, de Luxe models, and consolation prizes of GUITARE trial sizes.

To enter, they must use GUITAROSE instruction cards . . . they must buy their GUITAROSE from you.

Entries close October 7th. Display GUITAROSE prominently in your window and on your counter . . . get more business, and remember . . .



Any dealers possessing uncarded GUITAROSE stock should write stating the quantity and shades in stock, when the necessary cards will be posted at once.

DeLuxe GUITARE LIPSTICKS

FREE!



Women! Girls! Seize this amazing opportunity NOW! Super De Luxe GUITARE Automatic Lipsticks, as used by Society beauties of London, Paris and New York, dozens of GUITARE De Luxe Lipsticks and hundreds of Trial Size GUITARE Lipsticks are offered ABSOLUTELY FREE! One of these aids to glamorous beauty may be waiting for you. But you MUST act NOW! All you have to do is to purchase a 6d. GUITAROSE Rouge from your usual Chemist or Store. On the back of the instruction card to which the Rouge is attached, write a slogan referring to GUITAROSE, of not more than 6 words, such as "GUITAROSE gives natural beauty." Add your name and address and that of the retailer from whom you purchased your GUITAROSE, and post to C.N.P. Ltd., Wimbledon Factory Estate, London, S.W. 19. Senders of the 50 best slogans in the opinion of the advertisers will each be awarded a beautiful 6/6 Super De Luxe GUITARE Automatic Lipstick. Senders of the next 100 entries in order of merit will receive a 4/6 De Luxe GUITARE Lipstick, and there are 250 consolation prizes of a trial size GUITARE Lipstick.

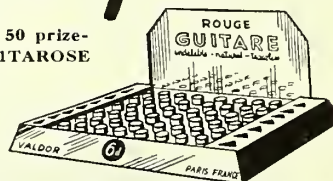
CLOSING DATE FOR ENTRIES, OCTOBER 7th, 1939
The decision of the advertisers must be regarded as final, and no correspondence will be entered into in connection with this Competition.



*Don't delay
buy Guitarose
TODAY*

Free to you!

Retailers from whom the first 50 prize-winners purchase their GUITAROSE will be sent FREE OF CHARGE a BONUS GIFT of an attractive display stand filled with 42 6d. GUITARE Lipsticks in popular shades.



CHEMICAL & NATURAL PRODUCTS LTD. Wimbledon Factory Estate, Morden Road, London, S.W.19

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Just a Reminder

HAVE YOU TRIED WYLEYS ?

If you are a buyer of any of the undermentioned you will do well to ask us for prices and samples:—

Capsules
Cataplasma Kaolin
Compressed Tablets
Concentrated Mixtures
Emulsions
Extract of Malt
and Combinations
Inf. Gentian Co. Conc.
Inf. Senega Conc.

Packed Lines
Parrish's Syrup
Pills
Pil. Ferri Carb.
Raspberry Vinegar (New Season's)
Syrup Glycerophosph. Co.
Toilet Preparations
Unguenta
Veterinary Products



Our Medical Specialities are on the Chemists' Friends List and are advertised to the Professions only.

Samples with Literature and full List of Drugs on request.



WYLEYS LIMITED

Wholesale and Manufacturing Chemists, COVENTRY

Telephone: COVENTRY 3547

Telegrams: "WYLEYS, COVENTRY"

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When you tender for **Disinfectants**

to Hospitals, Public Institutions, Local Councils, &c.

REMEMBER that

BURT, BOULTON & HAYWOOD LTD. Managers to
the **PRINCE REGENT TAR COMPANY, LTD.**

give you special terms for contracts.

Carbolic Disinfecting Fluids containing 3% to 80% Tar Acids.

White Disinfecting Fluids—miscible in salt, fresh or brackish water, Co-efficients 10/12, 18/20, 20/22, 24/26.

Lysol B.P. Quality. Pine Disinfecting Fluids.

Pink Carbolic Disinfecting Powders containing 5% to 20% Tar Acids.

Carbolic Sheep Dips, approved by the Ministry of Agriculture under the Sheep Scab order.

Tar Acids and Rideal Walker Co-efficiency guaranteed.

Special Disinfectant Fluids approved by the Ministry of Agriculture under the "Diseases of Animals Acts." May be packed and sold by Chemists under own name.

SAMPLES AND PRICES ON APPLICATION TO

PRINCE REGENT TAR COMPANY, LTD.

(Managers: **BURT, BOULTON & HAYWOOD, LTD.**)

BRETENHAM HOUSE, WELLINGTON STREET, STRAND, LONDON, W.C.2
Phone: Temple Bar 5801 (5 lines) Telegrams: "Burboul, Rand, London"

Carbolic Disinfecting Fluids, Rideal Walker Co-efficients 2 to 20
Liquid Carbolic and Cresylic Acid, Dark 95/97% and Pale 97/99%.

Sulphur Candles. Formaldehyde (Formalin) 40% Solution
Formaldehyde (Formalin) Tablets. Liquid Soaps

SOLUBLE Carbolic or Pine Blocks for road watering vans
Carbolic Weed Killer, etc.

May be sold by Chemists and Druggists under own name.

1939

WILL INDEED BE A SAVILLE CHRISTMAS!

The coming season will see the greatest National Advertising Campaign for Perfume which even Saville has ever sponsored! The great National Daily Newspapers, supported by every important Woman's Magazine will carry constant large-space advertising for Saville Perfumes. "June" and "Mischief," heading for ever greater sales, are now joined by the amazing new perfume "Seventh Heaven," which has already been accorded a record welcome by our many friends in the Trade. Superb Display Material is available on a scale surpassing anything before attempted. Be sure you carry stocks and so 'cash in' on the greatest Saville season yet known!

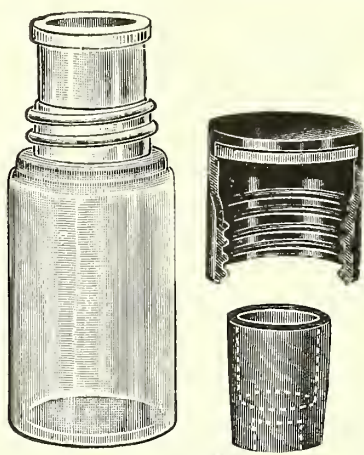
OVER 96 MILLION ADVERTISEMENTS FOR SAVILLE PERFUMES WILL APPEAR BEFORE CHRISTMAS!

SAVILLE PERFUMERY LIMITED, WATFORD, HERTFORDSHIRE

The 'Clinbritic' Vaccine Bottle

Patent No. 492200

MADE IN WOOD'S ALKALI FREE AMBER or WHITE GLASS



Assembly Details

A new type of Multiple injection "vaccine" bottle which possesses several points of interest and offers a very near approach to the ideal.

No Wiring is necessary, and there is no distortion or bursting of the rubber cap even at pressures up to 50 lbs.

The india rubber vaccine cap, of special design, is protected by a screw bakelite cap, and provision is made for maintaining the sterility of the outside surface of the vaccine cap. No manipulation whatever is required after sterilization.

SAMPLES, PRICES & FULL DETAILS ON REQUEST



Completed

Britton, Malcolm & Waymark, Ltd.

38 Southwark Bridge Road, London, S.E.1

Special Notice !

Messrs. H. Green & Co. wish to inform the Trade that they have been appointed

SOLE DISTRIBUTORS for

STAZ NAIL EMOLLIENT & STAZ NAIL POLISH

All Orders and Enquiries to

H. GREEN & CO., 18 TIERNEY ROAD,
STREATHAM HILL, S.W.2 Phone : Tulse Hill 2051

WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE
PROMPT DELIVERIES



R. V. WAGNER

33 BROOKE ST., LONDON, E.C.1 Tel. Holborn 5090

FERBER

for BULK OR PACKED

CAPSULES

★ AND Let us quote for YOUR OWN
SPECIAL FORMULAE

Manufacturers:

ROBERT FERBER, LIMITED
CARLTON WORKS, ASYLUM RD., S.E.15

Apiol
Apiol and Ergotine
Blauds
Blenosan
Carbon Tetrachloride
Cascara
Castor Oil
Cinnamon and
Quinine

Cod Liver Oil
Copaiba
Creosote
Croton Oil
Ergot
Easton's Syrup
Gregory Powder
Guaiacol
Halibut Liver Oil

Haemoglobin
Ichthyol
Malefern
Olive Oil
Quinine
Santal Oil
Sulphonamide
Wheat Germ Oil
etc., etc.



Amazing Trade-in Offer

SCHICK TO ALLOW 10/- ON ANY RAZOR OR SHAVER, any make, any age

For a limited period only commencing September 1st.

The world's finest dry shaver makes the world's finest trade-in offer... and it means extra profit to you.

This is to introduce the 'Captain Schick' Dry Shaver to all those men who are still struggling with soap and water shaving and to all those dry shavers who *did not* buy Schick and have been disappointed. The 'Captain Schick' embodies the new Purvis field and coil giving it the same high shaving speed as the Colonel, which has proved so enormously successful. The Standard Schick model will be discontinued.

This offer is being extensively advertised and is simplicity itself. All your customer has to do is to walk into your

shop, give his name and address and hand over his present razor (safety, cut throat or electrical), regardless of its original cost and you will sell him a new Schick 'Captain' standard price £3.0.0. for only £2.10.0.

You then send us his old razor, together with his name and address and we will credit your account with 6/8, giving you the same ratio of profit that you're making now.

Order your 'Captain Schick' *now* and ensure early deliveries — you'll need them! Write to us for your copies of window bills, showcards, etc.

**THIS OFFER ONLY APPLIES
TO 'CAPTAIN' MODELS**

The New

Schick CAPTAIN
DRY SHAVES
110v—250v A.C. or D.C.



Complete with transformer or resistance in Persian grained leather pouch.

AN EMPIRE PRODUCT

Schick Dry Shaver (England) Ltd., 1-9 Hills Place, Oxford Circus, W.1

WIN MORE SALES *and* A CASH PRIZE *during*

THE EVER READY

£880 in cash

prizes for the best

WINDOW DISPLAYS

£80 for the best display in Great Britain.

The following prizes to be divided equally in the four areas: London and Eastern Counties; Southern Counties; Midland Counties, Wales and Northern Ireland; Northern Counties and Scotland.

4 1st Prizes - - - - each £40
8 2nd " - - - - " £20
8 3rd " - - - - " £10
80 consolation prizes - - " £5

Turn the coming of winter time (October 8th) and the dark evenings into extra profit this autumn by displaying Ever Ready Torches, Cycle Lamps, Batteries, etc. during the Ever Ready Selling Fortnight. To help you to obtain sales we offer the cash prizes mentioned above. To stimulate interest among your customers we are running a slogan contest with prizes of Ever Ready goods to the value of £450.

Every year since the Selling Fortnight was inaugurated, dealers in all districts have reported better and better results. Profit from their experience this year with an Ever Ready display. Send the coupon now for the Display material, and goods shown on the opposite page.

HOW TO ENTER

1. Fill in and post the coupon on the opposite page, indicating that you wish to enter.
2. Make a display of Ever Ready goods, from October 2nd-14th, 1939.
3. Send a photo (half-plate is a convenient size) by Wednesday, October 18th, to us.
4. During the Selling Fortnight give every purchaser of an Ever Ready product an entry card for the £450 Slogan Competition.

On receipt of your entry we will send you goods and free display material together with slogan competition entry cards. This material will form a good basis on which to build a prize-winning display and afford plenty of scope for your own ideas.

£450 in goods

for your customers in a

SLOGAN CONTEST

Consisting of 450 prizes of Goods to the value of £1 each.

Every retail purchaser of Ever Ready goods may enter for this simple competition during the Selling Fortnight, and compete for the prizes. Your customer will enter his slogan on the special card provided, to be filled in with your name and address and posted on to us. The winners will select their awards from your shop, and you will receive your full trading profit on any prizes distributed through you.

FREE PRESS ADVERTISEMENTS

The name and address of every trader who takes part in the Selling Fortnight will be included in press advertising appearing in the most suitable local paper. Many of your customers are thus on the lookout for your display.

Shown in greatly reduced facsimile is the press advertisement, to appear in local newspapers all over the country.



Send in your entry NOW

SELLING FORTNIGHT

OCTOBER 2nd - 14th. 1939

THESE GOODS
WILL HELP
YOU TO
BUILD UP
A PRIZE
DISPLAY!

Illustrated is the
display material
with the selection
of popular Ever
Ready Torches,
Pocket Lamps, Cycle
Lamps, etc., value

£2.2.8

(trade price), to
form the basis for
your Selling Fort-
night Window.



DEALER'S ENTRY FORM

EVER READY SELLING FORTNIGHT, OCTOBER 2nd to 14th, 1939

To The Ever Ready Co. (Great Britain) Ltd.,
Hercules Place,
Holloway, London, N.7.

I hereby enter for the Window Display Competition, and request you to send, carriage paid, the range of display material and goods value £2.2.8, with customers' entry cards for the £450 Slogan Competition.

I will send a photograph of my display for your consideration, not later than first post on Wednesday morning, October 18th, 1939.

I undertake to abide by the decision of the Managing Director of The Ever Ready Co. (Great Britain), Ltd., who will select the most worthy displays and award the cash prizes amounting to £880.

Name of Dealer

BLOCK LETTERS

Address

Date County

Name of Local Newspaper C.D.



*"I'm a favourite
with the men
I NEVER STAY
'ON THE SHELF'
FOR LONG!"*

Here's why -

WHEN it comes to selling, says the Brylcreem bottle, I'm definitely *fast*. I give the men just what they've always wanted—a perfect hair dressing, free from gum, soap, spirit and starch. What's more, a high-powered advertising campaign sees that my men friends keep asking for me regularly. This year alone I'm having no less than eight full pages in national newspapers—think of that! So you can order liberal stocks with absolute confidence. I never stay on the shelf for long!



BRYLCREEM

IS SUPPLIED TO CHEMISTS & HAIRDRESSERS ONLY

Another Addis winner!

"88" SALES UP 400%

**SUCCESSFUL ADVERTISING
NOW TO BE EXTENDED**

THANKS to the co-operation of chemists, Addis 88—the brush made specially for dentures—won big sales without advertising.

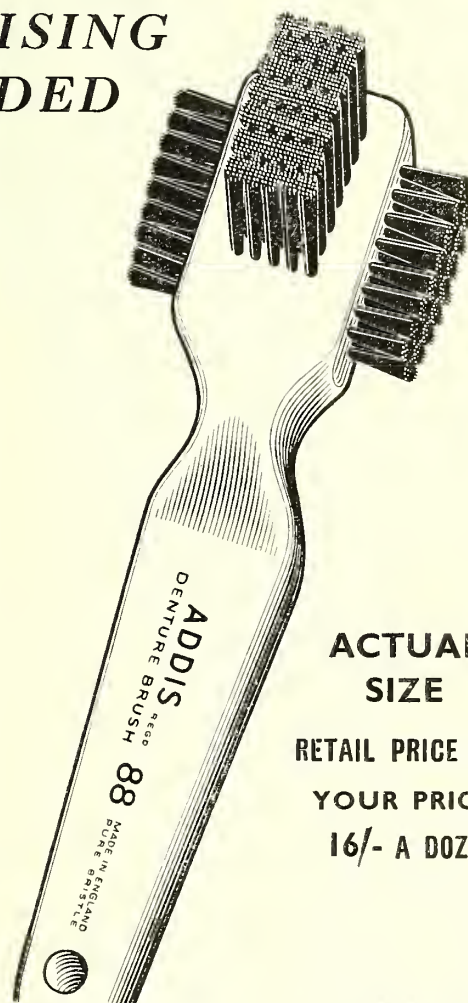
But since advertising began 4 months ago, these sales have increased 400%.

Now this successful campaign is to be extended. Addis 88 advertising will be continued in the RADIO TIMES, DAILY TELEGRAPH, DAILY MAIL, and DAILY EXPRESS. In addition, it will also appear in THE TIMES.

Nearly half the people that come into your shop have false teeth. Every week, more and more of them will be reading about Addis 88—and wanting to try it.

See that you get your full share of this rapidly increasing business. If you already stock Addis 88, give it the display it deserves. If you do not yet carry it, place a trial order with your wholesaler.

Made by the oldest firm of toothbrush makers. Estab. 1780

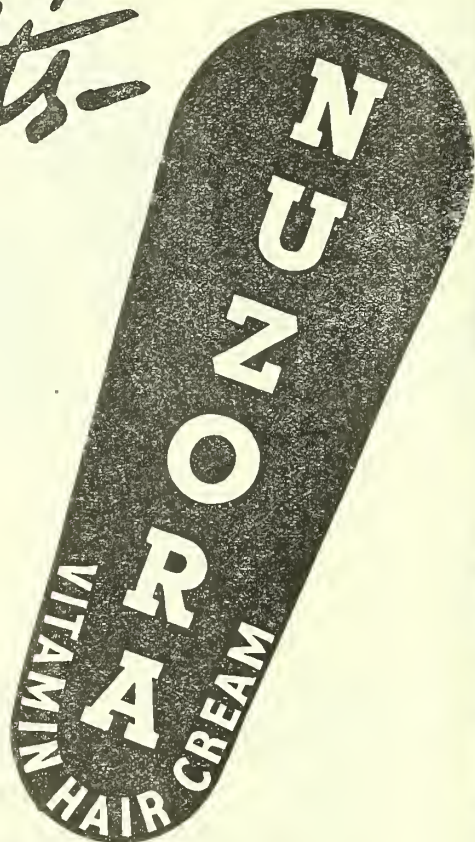


**ACTUAL
SIZE**

**RETAIL PRICE 2/-
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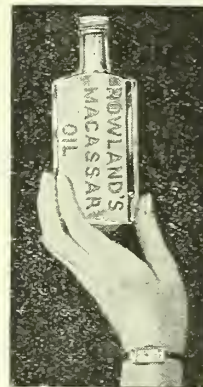
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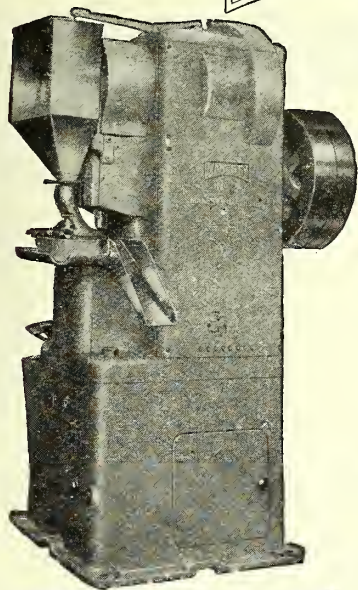
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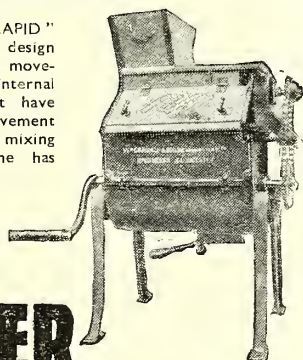


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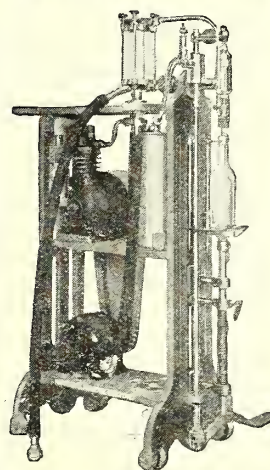
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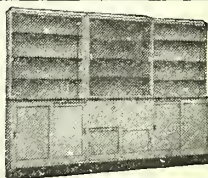
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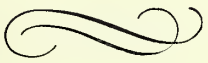
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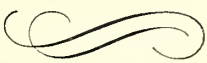

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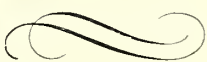
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News of the Week

Business Changes

YARDLEY & Co., chemists, Romford, have taken over the business at 111 High Street, Rayleigh, Essex, previously carried on by S. C. Salter, Ltd.

JOHN GOSNELL & Co., LTD., 50-52 Union Street, London, S.E.1, announce that in view of the possibility of a National Emergency, they have opened a branch factory at The Old Brewery, Southover, Lewes. Telephone: Lewes 615.

COURTIN & WARNER, LTD., O'Meara Street, Southwark Street, London, S.E.1, announce that in view of the possibility of a National Emergency, they have opened a branch factory at The Old Brewery, Southover, Lewes. Telephone: Lewes 615.

Key Industry Duty

An exemption from Key Industry Duty has been made in favour of DIETHYLAMINE. The exemption is for the period August 31, 1939, to December 31, 1940.

Emergency Powers (Defence) Act

The Emergency Powers (Defence) Bill passed through all its stages and became law on August 25. The Act confers certain powers which it is deemed expedient His Majesty should have in the present emergency and to make further provision for purposes in connexion with the defence of the realm. The first set of regulations under the Act has been issued (S.R. & O., No. 927). The regulations are in five parts dealing respectively with security of the State; public safety and order; ships and aircraft; essential supplies and work; and general and supplementary provisions. Most of the provisions are of a general character affecting all citizens, but some of them affect the conduct of industrial concerns. For example, Rule 24 states that the Secretary of State may provide for prohibiting or regulating display of lights and for preventing or minimising emission of flames, sparks or glare or the making of noise. Where substantial damage has been caused to premises or premises have become contaminated by lethal gases or other noxious chemicals, authorised persons are empowered to take any necessary steps to deal with them. Regulations as to the manufacture and transport of dangerous articles are included, and precautions are outlined for dealing with the storage of certain liquids. For the general control of industry, a competent authority may provide for regulating or prohibiting the production, treatment, keeping, storage, movement, transport, distribution, disposal, acquisition, use or consumption of articles of any description, and in particular for controlling the prices at which such articles may be sold and may also by Order provide for regulating the carrying on of any undertaking engaged in essential work and particularly for controlling the charges which may be made for such work. The authority may

require persons carrying on any undertaking to keep such books and records relating to the undertaking as may be prescribed. Any competent authority may make regulations amending any statutory scheme for regulating the production, marketing or distribution of any articles and may, if it appears to the authority to be in the interests of public safety, carry on the whole or any part of any existing undertaking or authorise a person to do so. The full text of the regulations may be obtained from H.M. Stationery Office, York House, Kingsway, London, W.C.2, price 1s.

War Risks Insurance

According to "The London Gazette," August 25, the Board of Trade have, pursuant to Section 8 of the War Risks Insurance Act, 1939, designated a number of corporations as the persons who are authorised to receive, on behalf of the Board, applications from persons carrying on business in the United Kingdom as sellers of goods to be registered as desiring to be insured under the commodity insurance scheme in the event of its being put into operation. These corporations will act as the agents of the Board for the purposes of Part II of the Act. Producers and traders in the United Kingdom who desire to avail themselves of the registration facilities provided in the Act may, on and after August 28, obtain from any of the corporations named a copy of the form of application for registration, together with the instructions to applicants for registration. An application for registration should normally be made to the corporation (if an agent of the Board of Trade for the present purpose) with whom the applicant has principally insured his goods against fire risks (or, in the case of ships under construction, against construction risks). The list contains over 100 names and addresses.

Shop Lighting

All shopkeepers are reminded by the Lord Privy Seal's Department of the need to take steps so that internal lighting can at once be made invisible from outside and that all external lights can be immediately extinguished. While a shop remains open for business and customers are entering and leaving, it will be necessary to take strict precautions to see that the opening of the shop door does not lead to any escape of direct or reflected light. Some form of light trap will be necessary. No standard type can be designed, but normally a passage constructed of curtains, or thick opaque material, or of plywood, millboard, or other suitable material will be necessary, with entrances and exits so arranged at each end that light is trapped within the passage thus formed. Where the shop doorway is set back a false doorway

CONTENTS

See p. 267

may be built in the space at the entrance. In other cases the light trap will have to be provided within the shop itself. At least one right-angled turn should be introduced. The publication "A British Standard Specification (A.R.P. Series No. 15) for Light Locks for Shop Entrances," can be obtained from the British Standards Institution, 28 Victoria Street, S.W.1 (price 3d. post free).

Export of Goods (Prohibition) Order

It is announced in "The London Gazette," August 25, that an Order cited as the Export of Goods (Prohibition) Order, 1939, has been made, as it is considered expedient that the exportation of certain goods should be prohibited. Under paragraph 1 the exportation from the United Kingdom of the goods described in the schedule is prohibited.

Provided that the said prohibition shall not apply to any exportation of any such goods which shall be expressly permitted by a licence given by the Board of Trade and in accordance with the conditions (if any) of such licence.

SCHEDULE

Aluminium and alloys containing aluminium—ingots, blocks, slabs, billets, notch bars, wire bars, cakes and granules; antimony and alloys containing antimony—ingots, blocks, slabs, billets, notch bars, wire bars, cakes and granules; bismuth metal; cobalt, metallic; copper, unwrought; lead, unwrought; mercury; nickel (including unrefined nickel and matte) and alloys containing nickel, unwrought; palladium, iridium, rhodium, osmium, ruthenium, osmiridium, beryllium and columbium, and alloys thereof; platinum and alloys thereof, in grain, ingot, bar or powder; ferro-alloys of all descriptions; silicon and alloys thereof and silicon powder; tin in blocks, ingots, bars and slabs; zinc or spelter, unwrought; non-ferrous scrap and old metal; iron and steel scrap and waste; cotton, raw, cotton linters and cotton waste; flax, including flax tow or codilla and all waste; hemp of all kinds, including false hemp; jute, raw; silk cocoons, raw silk, waste and noils, including those containing other materials; ground nuts; linseed; palm oil; linseed oil; coconut oil; cotton seed oil; whale oil; oil seed cake and meal; petroleum products of the following descriptions—motor spirit, gas oil; gums and resins—copal, shellac, seedlac and sticklac, rosin (colophony); mica; rubber (including compounded rubber), balata and gutta-percha, and rubber scrap; toluol and toluene; glycerin; radium compounds.

Miscellaneous

ANNUAL MEETINGS.—The annual meetings of the Birmingham Branches of the National Pharmaceutical Union and Pharmaceutical Society and of the Birmingham Pharmaceutical Association will be held at the Imperial Hotel, Temple Street, Birmingham, on September 11 at 8.30, 9 and 9.30 p.m. respectively.

GAS DETECTION SERVICE.—Between thirty and forty Hull chemists have volunteered to form a gas detection service, and disappointment was expressed at a recent meeting of Hull A.R.P. Committee that no decision had been reached by the authorities as to the organisation of this service. It was reported that the regional officer had stated that the institution of a gas detection service was under consideration, but he was unable to give the A.R.P. Committee any information on the matter at present.

INQUEST.—At an inquest at Thorne, Yorks, on August 21, upon Ronald Richard Mindham, chemist and druggist, Ellison Street, Thorne, a verdict of "Suicide while the balance of his mind was disturbed" was returned. It was stated that Mindham had been employed by Taylor's, Ltd., as a pharmacist at their Malton branch until he left "at a moment's notice," and was found hanging in a loft after he had been dead for about a day. —At Paddington on August 25 a verdict of "suicide while of unsound mind" was returned following an inquiry into the circumstances attending the death of Miss Iris Wilkinson; evidence was given that the death was due to benzedrine poisoning. —At an inquest at Paddington on August 24, a verdict of "suicide while of unsound mind" was returned on Hilda Stern, whose death resulted from taking atropine tablets.

IN THE COURTS.—At Peterborough Police Court on August 23 Ernest Hanley, Erdington, Birmingham, was charged with obtaining £1 6s. 8d. by false pretences, on or about August 2, and £4 on August 10 from the Peterborough Co-operative Society. He was bound over for 12 months and ordered to pay £4 6s. costs within six weeks. It was alleged that defendant was engaged by the Society as a locum on the representation that he was a qualified chemist, and it was subsequently found he was not registered. The sums in question were amounts paid to him for his services.

Topical Reflections

By Xrayser

Factories Inspection Report

Comparatively few people, I believe, read the annual reports of the Chief Inspector of Factories; and the other day I saw a letter in a daily newspaper regretting the fact that these reports are usually published at a time of year when Parliament is not sitting, thus missing one probable source of publicity. But, as your first editorial article on p. 249 intimates, much of general as well as of special importance may be found between the covers of this annual record. Toxic vapours evolved by industrial solvents constitute one of these subjects. Those who read the brilliant lecture by Dr. Donald Hunter on industrial poisons three years ago (*C. & D.*, 1936, II, 545) will remember his warning regarding the danger of handling volatile solvents before their harmlessness has been definitely established. Another subject of wide import is the identification of a form of dermatitis as due to handling carrots. I lately heard details of a remarkable investigation now in progress with a view to tracing the cause of an animal disease: it would seem that in this kind of research pure chemistry, geology, ecology and veterinary pathology are all concerned.

Proprietary Medicines

The discussion at Blackburn on proprietary medicines (p. 243) may be read in conjunction with the article headed "Present Politics in Pharmaceutical Circles" (p. 245). I notice with satisfaction "Quæstor's" reference to youth. Differences of opinion concerning details do not preclude agreement on broad principles; and I presume that the first task of those responsible for submitting proposals to the Government is to formulate basic principles clearly. These principles need not be numerous. One to be decided will, no doubt, be whether or not medicine of any description is an appropriate subject for taxation. It would be superfluous to traverse the familiar historical ground again

on this occasion. Whatever happens, I trust that your readers will, following your example, retain a sense of proportion. The scientific control of advertised medicines that are manufactured on a large scale is so well-established a fact that it savours of archaism—or of the backwoods, to use an old phrase—to speak or write as if every proprietary remedy was tarred with the brush of quackery. Justice is impartial.

Leaves from the Past

The attractive page by Mr. William Mair (p. 251) comes appropriately in an issue giving prominence to the subject of proprietary medicines. It is questionable whether another man can be instanced with so inextricable a blend of the genuine innovator and the charlatan as Paracelsus. Mr. Mair's article sent me back to Browning's early poem on the "charlatan": it is somewhat curious that the poet, with his love of unusual records, did not make more use of the chemical specifics in which Paracelsus delighted. Part of his success, I think, was due to the smallness of the average dose in the cases of some of his remedies: this feature, in contrast with the relative inertness of many galenical preparations, could not fail to impress his patients. The accounts of his death differ, the primary cause being variously stated as excessive drinking, poisoning or some other form of murder. Of Culpeper I am unable to take a favourable view. The scurrility of his attacks on some of his contemporaries may have been a good selling point for his books in the seventeenth and eighteenth centuries, but it does not necessarily connote knowledge superior to theirs. When, in 1655, a translation from a book by Riverius appeared in English as the joint work of Culpeper, Cole and Rowland, the printer announced, in a prefatory address, that members of the London College of Physicians who had been asked for their advice only consented to give it on condition that all Culpeper's references to the College should be omitted.

A New Shopfront at Coventry

INNOVATIONS in both exterior design and interior layout make the pharmacy recently completed for Mr. Harold Knight, M.P.S., 123 Radford Road, Coventry, of practical interest to chemists contemplating reconstruction of their premises. The shop-front, comprising surround, cornice, and upper part of ivory-toned opaque glass, with inner surround and dados of black opaque glass, has a hygienic appearance appropriate to modern taste. The horizontal portion of the surround is relieved by name lettering applied in hardwood characters painted red, and by a cream-painted blind-lath, the lead covering of which forms an underlining for the name lettering. Both windows, which are framed in bronze, are divided into three sections, the two outer sections being set back 1 ft. from the building line, and the central section being projected to form a bay with splayed sides. No glazing bars are used for the forward angles of the bays or for the corners on either side of the entrance door; by butting the glass plates together, sealing with a special green mastic, and fixing with one small metal clip, the designer has contrived to avoid interruption of the shopper's view of the display caused by vertical metal strips.

Window Enclosures

For the window enclosures a fluted glass has been used, sandblasted to about three-quarters of its height to form a background for the displays. The clear portion of the glass, left to form a frieze at the top, relieved in the upper part by a few sandblasted lines, ensures good natural lighting for the shop, without permitting the shopper's interest in the display to be distracted by movements inside the shop. The pharmacy has a frontage of 24 ft. and a depth of 25 ft., and tapers slightly towards the back.

Interior

A feature of the interior is the quadrant-shaped counter with central showcase. This, like the wall fixtures, is carried out in oak. The incorporation of a showcase in the counter interferes in no way with the use of the counter-top itself, as will be seen from the display of goods immediately above it. On the other hand it becomes of particular value when waiting customers are seated on the chairs provided, because the counter displays are then well above eye-level and therefore useless. The floor is of wood blocks, in keeping with the oak counters, and this gives added prominence to the advertising matter on the coloured rubber mats provided. Lighting is of the direct type at present favoured—totally en-

closed white globes suspended from the ceiling. The rectangular clock above the display case (at left of lower picture) forms a handsome as well as useful feature.

The floor space on the other side of the shop is left clear of counters, tables, or cases so as to permit customers to move about freely and inspect the wall displays at leisure. A glazed hatch gives access to the dispensary from behind the counter; and on the opposite side to the dispensary are stairs to the apartments above. The work was carried out by Craftinwood, Ltd.



New shopfront of Harold Knight, M.P.S., Coventry



Interior of the pharmacy

Imperial and Foreign News

Belgium

A ROYAL Decree has made a number of important changes in the rules governing the period of practical work which is required of all pharmacy students before they can be granted diplomas. Under the new decree, any shop, operated under the personal direction of a licensed pharmacist, may take students for their year of practical work. The shop, however, must have been in existence for at least four years, and may not have more than two unlicensed assistants to each licensed chemist. The students may also obtain their year of practical work in the pharmacies of hospitals or universities, and should keep regular notes on all the work they do. These must be initiated by the licensed pharmacist in charge, and form part of the requirements for the granting of a final diploma.

Colombia

NEW REGULATIONS FOR SPECIALITIES.—Resolution No. 1 of the Commission of Pharmaceutical Specialities of the Colombian Republic, which came into force in June, made a number of changes in the procedure for registering medicinal products, including pharmaceutical specialities and patent medicines, veterinary products, hair dyes, dentifrices, medicinal soaps, medicinal wines, and toilet and beauty preparations for which therapeutic claims are made. Products already licensed are not required to be registered under the new regulations.

France

DOCTORATE OF PHARMACY INSTITUTED.—The Ministry of National Education has instituted a Doctorate of Pharmacy, recognised by the State. Hitherto, there have been various Doctorates of certain universities, but they were not recognised by the Government. The highest recognised title was that of "first-class pharmacist" ("Pharmacien de Première Classe"). Candidates for the doctorate must have gained a certificate of study or equivalent diplomas, the Licence ès-Sciences or other

diplomas accepted by the universities for the D.Sc., and have carried out at least one year of experimental laboratory work.

PHARMACEUTICAL EMPLOYEES NOT REINSTATED.—The Superior Court of Arbitration has rejected a number of demands for reinstatement of workers in the pharmaceutical industry. Most of the cases are in the Paris region, but several concern provincial firms. They arise out of the strike of last November, after which a considerable number of firms refused to re-employ the men who had struck. The unions, which have been trying to induce the arbitrators to order the reinstatement of the men, seem now to have lost their final appeal. The Superior Court, in announcing its decisions, states that the November strike was a general strike, not arising out of any differences as regards hours, salaries or working conditions and that it was therefore illegal. Refusal of the pharmacies to re-employ the men was therefore completely justifiable.

BOGUS PRESCRIPTIONS.—French pharmacists' associations are warning their members to be careful of the prescriptions presented to them, as the result of recent prosecutions of chemists for filling bogus prescriptions. During the past few years, there has been a noticeable increase in the number of persons who write out prescriptions for themselves either for poisonous substances, or for drugs, without going to a doctor, and sign them with some fictitious name. It is possible, of course, for the chemist to be genuinely misled by such prescriptions, in which case he cannot be prosecuted. If he fills a prescription knowing that it is bogus, however, he may get into serious trouble. Chemists, therefore, are being warned to be particularly careful about such prescriptions as call for poisons or narcotics, and to check them with the doctor if there is the least grounds for suspicion. Even this, however, is not always sufficient, since the courts have decided that a prescription, even written by a doctor, may be considered false if the medicine called for is not really intended for the person named in the prescription.

Company News

P.C. means Private Company and R.O. Registered Office

IRISH FARM CHEMICALS, LTD. (P.C.).—Capital £1,000. Objects: To carry on in Eire or elsewhere the business of manufacturers of and dealers in pharmaceutical, medicinal, veterinary and toilet preparations, insecticides, fungicides, etc. Directors not named.

PHENOGLAZE, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in lacquers, dyes, paints, distempers, etc. Hans Joachim Carsten, 16 Maldon Road, Wallington, director. R.O.; 16 Maldon Road, Wallington, Surrey.

BELLE ISLE LABORATORIES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers, preparers and sellers of deodorants, disinfectants, unguents, antiseptics, etc. First directors to be appointed. Solicitors: Lawrance, Messer & Co., 16 Coleman Street, London, E.C.2.

FROME CHEMICAL CO., LTD. (P.C.).—Capital, £1,500. Objects: To carry on business as manufacturers and importers of and dealers in chemical, artificial and other fertilisers and manures, chemicals, salts, acids, etc. Directors: Geo. Grant, Sketty, Swansea; John P. Merrifield, Frome, Somerset, and Mrs. Evelyn L. Merrifield, R.O.: South Parade, Frome, Somerset.

HEALA (ELECTRO-MEDICAL), LTD. (P.C.).—Capital, £10,000. Objects: To acquire the business carried on as Heala, Ltd., and all or any of the assets of the proprietors in connexion therewith, and to carry on the business of manufacturers' distributors in the United Kingdom of Great Britain and Northern Ireland and elsewhere in the Heala ray apparatus, Heala lamps and Heala bulbs; to manufacture or sell high-frequency and diathermy apparatus, vibrators, infra-red ray apparatus, ultra-violet and violet-ray apparatus and all electro-medical apparatus and appliances, etc. First directors not named. Solicitors: Warren & Warren, 31 Bedford Row, London, W.C.1.

FURZEHILL LABORATORIES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of electricians, mechanical engineers, manufacturers of and dealers in electricity, violet-ray and x-ray tubes and apparatus, etc. Directors: John H. Reyner (permanent) and Mrs. Barbara M. Reyner. Solicitors: Turner & Evans, 6 Shenley Road, Boreham Wood, Herts.

B. M. ROBERTS (EDMONTON), LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemist and druggists, etc. Permanent directors: Blodwen M. Roberts and Thos. E. Roberts, 54 Bounces Road, Lower Edmonton, London, N.9.

BRITISH SCIENTEX, LTD. (P.C.).—Capital £10,000. Objects: To carry on business as manufacturers of and dealers in chemicals, gases, drugs, medicines, etc. First directors not named. R.O.: Kent House, 87 Regent Street, London, W.1.

VITRON PRODUCTS, LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of manufacturers of and dealers in foodstuffs of all kinds, whether for human or animal consumption, and veterinary products; chemists, druggists, etc. First sole director, S. S. Cramer. Solicitor: H. Snowman, 6 Billiter Street, London, E.C.3.

Private Arrangement

LEONARD JOHN KEMP, 41 Knights Hill, West Norwood London, S.E.27, chemist. A meeting of the creditors was held recently at the office of the Association of Manufacturing Chemists, 14-17 Holborn Viaduct, London, E.C. A statement of affairs was submitted showing liabilities of £435 3s. 7d. After allowing £6 4s. for preferential claims the net assets were £211 9s. 8d., or a deficiency of £223 13s. 11d. In order to protect the estate a deed of assignment had already been executed in favour of Mr. Parkin S. Booth as trustee, and the creditors decided to confirm that deed. It was thought that the business could be disposed of as a going concern.

Legal Reports

Unauthorised Possession of Morphine.—At Marylebone Police Court, London, on August 26, William Arthur Young was sentenced to twelve months' imprisonment on various charges, including two of being in unauthorised possession of a quantity of morphine. According to police evidence, defendant had posed as a medical practitioner and had obtained prescriptions for morphine from medical men.

Zinc Ointment.—At Old Street Police Court, London, on August 15, Max Albert, Green Street, E.2, appeared in answer to a summons for having sold zinc ointment deficient in zinc oxide to the extent of 38 per cent. The defendant said he pleaded "Guilty" to selling it but "Not guilty" to knowing it was deficient. Mr. W. G. Jenkins prosecuted. The Magistrate: How is it made? Is it made in large quantities? I should have thought it was a very cheap manufacture from which there is enormous profit. Edward J. Jenkins, sanitary inspector, said the name of the makers was on the outside of the tin. Mr. W. G. Jenkins said he was not pressing for a heavy fine. The magistrate asked Mr. Parkes, the public analyst, whether he thought there might have been a deficiency in one part of the quantity manufactured and an excess in another. Mr. Parkes: I should say it is deliberately made up weak. We had three other samples. The magistrate said he did not think this was a case which he could deal with without imposing some penalty. "I think," he said, "the retailer has to satisfy himself as to the goods he sells." He imposed a penalty of 10s., with £3 3s. costs.

Education for Industry

IN his presidential address before the Education section of the British Association on August 31, Dr. A. P. M. Fleming put forward a constructive philosophy and plan of education for industry. He discussed education in its most liberal sense. He looked forward to the day when it would be realised that every industry is, in fact, a national service; and education for industry a national concern, as important to the community as the conventional school education. For technical education, he said, there was no national standard. Its development and progress had been due in large part to the initiative of individual concerns. Employees of less far-seeing firms, it would follow, would have, through no fault of theirs, an unequal chance. Increased voluntary co-operation within industry, he urged, was the next step in this development. Dealing with this point, he made a provocative suggestion: that remission of income tax on the money expended on training of employees would stimulate this move. Increased mechanisation of industry, with a more even distribution of employment, would lead to shorter hours. And then it should be possible, he said, to reduce and "eventually to eliminate the system of part-time evening study." That so many young people worked all day and spent their evenings in study, and made a success of their jobs and their study, was a tribute to the individual rather than to the system. For all who are concerned with the training of young people who spend their days working, there is much food for thought in this statement. Many large concerns have instituted day-time classes and special training schools of "nursery" workshops. But there are still thousands of apprentices, in all industries and trades, and thousands of young office workers, who work a full working day and attend classes on three evenings a week. The future of industrial education will demand increased co-operation between industry and education. The industrialist, with changes and developments in industry and its problems, must think beyond the mere technical aspect of training. The educationist must relate the theory of industry to its practical problems. But in discussing the technical aspects of education for industry from the workshop courses of the elementary schoolboy to the increased need for training and facilities for the research worker, Dr. Fleming kept ever before his hearers the wider view. And he summed up the philosophy of his address in the concluding words: "I cannot too strongly emphasise the need for the education of those engaged in industry to be characterised by broad aims and to be linked up with the outside." His is a plan of education for citizenship as well as for industry.

Motor-car Polishes

By Alfred B. Searle

POLISHES for motor-cars are of two chief kinds—those which are in the form of liquids and those in the form of a paste. Some users prefer one kind and some the other, but apart from the effect of personal opinion it is impossible to prove that the liquid is better than the paste or vice versa. It is necessary that both kinds should contain (i) a detergent, (ii) a liquid which may also be a solvent, and (iii) a film-forming material which leaves a "polish" on the treated surface.

The detergent is needed to remove dust and mud; it may consist of (a) a mild abrasive (such as silica flour, Neuburg chalk, or diatomite), (b) a soap or fatty acid, (c) a liquid solvent with detergent or cleansing powers such as paraffin or the various new solvents now available or an emulsion, preferably with detergent properties. The liquid is needed to make the whole preparation of a suitable consistency and to enable it to act in a satisfactory manner. The liquid may have a detergent or grease-solvent action, as just mentioned, or it may merely give mobility to the particles. Water is not suitable, because it evaporates so slowly, but paraffin and some of the newer solvents are quite satisfactory because they leave a bright surface after they have been applied. Paraffin or turpentine, or a substitute known as white spirit, is often completely satisfactory. If a film-forming agent is present, the liquid should be capable of dissolving it, as an evaporated solution gives the best film. The liquids mentioned (except water) have this solvent on wax and so serve a double purpose. The film-former, if present, is usually a wax or mixture of waxes the most popular being beeswax, carnauba wax, montan wax and the various synthetic waxes which are being increasingly used for the purpose. Some motor car polishes are not intended to leave any film, but to create a polish on the actual surface of the car. Such polishes consist chiefly of a mixture of paraffin with about half its volume of any convenient vegetable oil (such as linseed oil, cottonseed oil or tung oil). Such a mixture is sometimes made more mobile by adding a little benzolene or petrol and to disguise the material a few drops of a cheap perfume such as nitrobenzene or amyl acetate are sometimes added. One of the abrasives previously mentioned may be included, it aids in loosening any adherent material and so reduces the time required to produce a brilliant polish. If the liquid is an emulsion containing water as well as another solvent, it may very conveniently contain a little soap, which also aids in cleaning the surface to be polished. The proportions of the various ingredients are of minor importance the chief property required being a material of such a consistency that it is viscous enough to facilitate the removal of adherent dirt and fluid enough to be completely removed by wiping and then leaving a highly polished surface. If too much vegetable or mineral oil is used, the final surface will be greasy and will readily show finger-marks, which are objectionable. The waxy polishes consist of one or more of the waxes previously mentioned with sufficient solvents to make them of the requisite consistency.

As a glossy film is left behind it is often considered desirable that such polishes should be free from any abrasive. A simple polish of this kind may consist of—

Beeswax	1 oz.
Carnauba wax .. .	5 oz.
Montan wax .. .	4 oz.
Turpentine (or other solvent) .. .	1 pint

There are, however, endless varieties of mixtures which will serve the same purpose. Paraffin wax, ozokerite, ceresin wax or resin, or a mixture of these, may be substituted for the montan wax and beeswax and a selection may be made from a large variety of solvents. The waxes must be melted and thoroughly mixed and, when cool enough to render the addition of the solvent safe, this is added and the whole stirred to produce a uniform product which is afterwards poured into tins and allowed to solidify. The waxes must be so chosen and proportioned that they do not leave a greasy surface. Should this be formed, the proportion of soft wax should be reduced and that of the harder wax increased. The proportion of solvent may also be reduced. These alterations will involve harder work in producing a polish so that a compromise must be effected between the labour required to produce the desired effect and the absence of a greasy appearance. The temperature at the time the polish is applied has a marked effect on the final polish; in hot workshops or in hot climates very little soft wax should be used.

Trade Notes

NEW SHOWCARDS.—Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C.1, are offering a range of attractive showcards relating to Kepler Cod-liver Oil with Malt Extract.

CAPSULES.—Robert Ferber, Ltd., Carlton Works, Asylum Road, London, S.E.15, undertake the manufacture of capsules to private formulas, and quotations will be sent on request.

SALICIN.—Whiffen & Sons, Ltd., Aldersgate Chemical Works, London, S.W.6, invite chemists to write for literature and therapeutic notes on the use of salicin in the treatment of rheumatism and influenza.

A.R.P. OINTMENTS.—Robert Blackie, Shen Works, Melon Road, Peckham, London, S.E.15, are in a position to supply bleach ointment or anti-gas ointment, No. 2, in small or large quantities.

SEVENSEAS COD-LIVER OIL.—British Cod-liver Oil Producers (Hull), Ltd., St. Andrews Dock, Hull, supply their cod-liver oil



in bulk quantities and also packed as shown in the accompanying illustrations. The oil is also available in capsule form.

FAMEL SYRUP BONUS.—Optrex, Ltd., Wadsworth Road, Perivale, Middlesex, in their advertisement in this issue, give particulars of a bonus offer in connexion with Famel syrup. This is available from September 4 to 30 inclusive.

NEW PRICE LIST.—Reliance Rubber Co., Ltd., Cremorne Works, Lots Road, Chelsea, London, S.W.10, have issued a new list of their druggists' sundries and hot water bottles. A copy of this list is obtainable on request.

ADDIS BRUSHWARE. Hertford, appreciate the co-operation of chemists particularly in regard to the sale of Addis 88, a brush which is specially made for dentures. In recent months, the sales of this brush have increased considerably, and the firm has now decided on a national advertising campaign.

EUTHYMOL TOOTH PASTE.—Parke, Davis & Co., 50 Beak Street, London, W.1, remind chemists that among the claims which can be made for Euthymol tooth paste are that there have been no price reduction, no sixpenny size, and that it has been on the P.A.T.A. for over thirty years. Bonus terms are available in regard to this preparation.

ABECEDIN.—H. R. Napp, Ltd., 3 & 4 Clements Inn, London, W.C.2, have introduced under the name Abecedin a new compound stated to contain vitamins A, B₁, B₂, C and D₃. This preparation is available in the form of tablets and an emulsion. A brochure giving full details of the product will be sent to anyone interested.

BUTYLAR FACIAL TREATMENT.—Biometica, Ltd., 5 Rampayne Street, Vauxhall Bridge Road, London, S.W.1, inform us that from September 1 they are extending their publicity in regard to Butylar facial treatment. Chemists who desire information regarding these advertisements or display material to link up with the publicity can obtain them on application.

A.R.P. BLACKOUT SHADES.—Ward & Goldstone, Ltd., Frederick Road (Pendleton), Manchester 6, are offering a moulded shade for blacking out the light other than directly under the shade itself. This accessory can be fitted to any lamp holder and will take any size globe up to 100 watts. The company are also offering the Arplyte portable emergency lamp which can be used as a lighting set in A.R.P. shelters or under other conditions where a blackout may be necessary.

FREE VISAS FOR THE B.I.F.—The Department of Overseas Trade announce that free passport visas will be given, in cases where a charge is normally made, to overseas buyers visiting the British Industries Fair (London and Birmingham on February 19, 1940). The visas will be valid for three months from the date of issue and the concession includes wives of buyers and their children under eighteen years of age even if travelling with separate passports.

SCHICK RAZOR OFFER.—Schick Dry Shaver (Eng.), Ltd., 1-9 Hills Place, London, W.1, announce that for a limited period, commencing September 1, they are prepared to pay 10s. for any razor provided one of their Captain Schick shavers is purchased. Under this scheme the customer gives his name and address and presents his razor to the chemist who supplies the Schick shaver, and on returning the old instrument to the manufacturers, his account is credited so that the ratio of profit is preserved. Further details of this scheme are given on another page in this issue.

CONVECTOR FOR SPACE HEATING.—A new type of convector, recently introduced by the General Electric Co., Ltd., Magnet House, Kingsway, London, W.C.2, is available in three sizes (1,000, 1,500 and 2,000 watts). The main feature of the design is that the heating elements are arranged in special ducts, which ensure that the body of the convector remains at a low temperature and serve to direct the warm air outwards and upwards. Except in the smallest size, the heat can be regulated simply, the elements being arranged in two circuits and provided with two heat-control switches. The convector is spray-finished in bronze colour.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary and Year-Book," 1939, p. 342.

(From "The Trade Marks Journal," August 23, 1939)

"GLISTA" and sun-ray device (word "Glista" disclaimed); for bandaging material (5). By Wm. Stannard & Co., Ltd., Buxton Road, Leek, Staffs. 607,064. (Associated.)

"COLLU-SULFARSENOL"; for pharmaceutical preparations of sulphur and arsenic (5). By Sulfarsenol Laboratories, Ltd., Mount Pleasant, Alpertown, Mddx. 606,854. (Associated.)

"FRIDGEK"; for pharmaceutical substances, etc. (5). By W. Owen & Son, 151 Barras Bridge, Newcastle-on-Tyne. 607,267.

"FOSFORINA"; for medicine (5). By Phosferine (Ashton & Parsons), Ltd., 68 Pal. Mall, London, S.W.1. 607,321. (Associated.)

"DORITAL"; for pharmaceutical, veterinary and sanitary substances, etc. (5). By C. F. Boehringer & Soehne, G.m.b.H., Sandhofstrasse 112, Mannheim-Waldhof, Germany. 607,362.

"ZUFRIED"; for pharmaceutical products (5). By Charles Couturier, 18 Avenue Hoche, Paris. 607,521.

"RIBENA"; for medicinal black-currant syrup (5). By H. W. Carter & Co., Ltd., 45 Wilder Street, Bristol, 2. 607,667. (Associated.)

"PANACEL"; for medicated ointment (5). By Milton Proprietary, Ltd., 10 Brewery Road, London, N.7. 607,776.

"UPHTOL"; for eye lotion (5). By Upthol, La Quinta, Bridgefield, Farnham, Surrey. 607,758.

"NEO-SOLGANAL"; for pharmaceutical preparations (5). By Schering, Ltd., 185 High Holborn, London, W.C.1. 607,835. (Associated.)

Device of man taking photograph in parti-coloured circle, with letters "F-R" (letters "F-R" disclaimed); for photographic instruments, etc. (9). By Fink-Roselieve Co., Inc., 109 West 64th Street, New York, U.S.A. 606,148.

"RECORDASTAT"; "VIGILANT"; for photographic apparatus (9). By Kodak, Ltd., Kingsway, London, W.C.2. 607,231/387.

Marriages

PATERSON—MELROSE.—At Methil Parish Church, Fife, on August 22, John A. Paterson, to Margaret, daughter of the late Mr. Francis Melrose, chemist and druggist, Methil.

SHORTLAND—LAGOE.—At Holy Trinity Church, Coventry, on August 19th, Raymond Sidney Shortland, M.P.S., Coventry, to Nancy Lagoe.

Deaths

GRAHAM.—Recently, Mr. William Graham, M.P.S., Felling, aged sixty-four.

HOGG.—In Belfast, on August 25, Mr. Alexander Robert Hogg, R.D. On coming to Belfast Mr. Hogg entered the business of his uncle in York Street, and afterwards he was for a time with William Dobbin & Co., Ltd., chemists and druggists, North Street. In 1901 he set up business in Trinity Street as a commercial and technical photographer, developing a large practice. He was a member of the Committee of the Chemists and Druggists' Society of Ireland, and was widely known to chemists throughout Ulster. He was a keen naturalist and antiquarian, and took a great interest in the arts. He is survived by his wife and brother.

HUNT.—Recently, Mr. Herbert George Hunt, M.P.S., Reading. Mr. Hunt passed the Minor examination in 1885.

JACKSON.—Recently, Mr. Robert Smith Jackson, M.P.S., Montague Road, Uxbridge. Mr. Jackson qualified in 1907.

MURRAY.—At his residence, North Road, Belfast, on August 24, Mr. Lewis Murray, M.P.S.N.I. Mr. Murray, who was a native of Forrest, Morayshire, came to Ireland in 1886 as manager of the then pharmacy of Davidson & Leslie, Albertbridge Road. On the death of the proprietor of that establishment, Mr. Murray became the sole owner and for almost forty years carried on the business under the style of Davidson & Murray. He qualified with the Pharmaceutical Society of Ireland in 1891. For the past couple of years he had been in indifferent health and a prolonged stay in his native district did not bring restoration. He is survived by his widow, two sons, one of whom is Mr. H. S. Murray, of the firm of Davidson & Murray, and the other, Dr. Lewis Murray, practises in Southport. He is also survived by two daughters. The funeral took place on August 26 at Dundonald cemetery.

PICKERSGILL.—Recently, Mr. William John Llewellyn Pickersgill, chemist and druggist, Eton Avenue, Blundellsands, Liverpool, aged forty-eight.

RICHARDSON.—Recently, Mr. William Darley Richardson, M.P.S., Patrington, Hull, aged sixty-six.

THOMPSON.—At West Wittering, Sussex, on August 19, Mr. James Atkinson Thompson, M.P.S., Derby Road, Bournemouth, and St. Martin's Lane, London, W.C.1, aged 69. Mr. Thompson was one of the original members of the London Pharmaceutical Committee in 1912 and was chairman on two occasions, the last period of office being 1938-39. Acting on medical advice he did not offer himself for re-election in June last. He was a member and past-president of the London County Pharmaceutical Association, representing the North Eastern area. He always took an active part in promoting the welfare of pharmacy in the London area. He was also a founder member and past-president of the North East London Pharmacists' Association. Mr. Thompson, who was a native of Cumberland, served his apprenticeship in Penrith and qualified in 1893, afterwards coming to London first as assistant to the late Mr. R. A. Robinson, Brompton Road, and then commencing business on his own account in the West End. He was successful in his business career and at one time owned six pharmacies in London. Owing to indifferent health, however, he disposed of three businesses, retaining ownership of his West End shop and maintaining an interest in two shops in North East London. Mr. Thompson leaves a widow, two married daughters, and a son, Dr. J. H. Thompson, F.R.C.S., Senior M.O., Palestine Railways, Haifa.

Personalities

MR. HERBERT SKINNER, Ph.C., and Mrs. Skinner have cancelled their sailing to New York, referred to in last week's issue of THE CHEMIST AND DRUGGIST (p. 247), and are remaining in London.

DR. JAMES COUTTS, pharmacist to St. Bartholomew's Hospital, London, E.C.1, unfortunately had to cancel his sailing to New York on August 26 owing to the international situation and hospital duties requiring his attention.

MR. ALFRED E. BEILBY, M.P.S., 310 Ilkeston Road, Nottingham, and Mrs. Beilby celebrated their diamond wedding on August 19. Mr. Beilby commenced business on his own account at his present address in Ilkeston Road, in 1877.

New Books

Mason, R. D.—*Fat, Total Solids and Moisture*. 8½ in. by 5½ in. Pp. 97. 7s. 6d. A. Harvey, 17 Leathermarket Street, London, S.E.1. [A book giving analytical data for determinations by an individual process.]

Burlton, G.—*Warehouse Selling*. 7½ in. by 4½ in. Pp. 99. 2s. 6d. The Burlton Institute, 30 Manchester Street, London, W.1. [Miss Burlton adds, in this book, to the many hints on salesmanship given in earlier publications, and (as may be inferred from her title) writes primarily for the benefit of those who sell to trade buyers. Her crisp, practical method of discussing the problems likely to arise in such work should gain wide acceptance for her new manual. Lord Hollenden contributes an introduction.]

Naves, Y. R., et Mazuyer, G. *Les Parfums Naturels, Essences concrètes, résinoids, huiles et pommades*. Pages xvi and 400. 120 francs. Gauthier-Villars, Paris. [This work serves quite a useful purpose, and gives an excellent account of the historical aspect of the subject, which covers seventy-four pages. This is followed by an account of the methods of manufacture of concretes, resinoids, absolutes, pomades, etc. A short chapter follows on the composition and analyses of these types of products; but of course it has to be remembered that nearly all figures for these products are very empirical, as so much matter other than the real perfume material is usually present. Essential oils as such are only mentioned briefly in the monographs on individual perfumes. Indeed, one would have expected more than five lines for a monograph on santal, where the reader is told that it yields a resinoid of reddish-brown colour to the extent of 6-8.5 per cent., but the essential oil and santalol are not even mentioned in these few lines. The book is well printed and very free from typographical errors. Everyone interested in the perfume industry will, as a matter of course, include it in his library.]

Estève, Louis.—*Parfums et Belles-Lettres*. 7½ × 5½. Pp. 87. 6 francs. Vigot Frères, 23 Rue de l'Ecole de Médecine, Paris, France. [The titles of the two parts into which this book is divided—"Valeur esthétique des Odeurs"; "Histoire de la Littérature aromale"—with the fact that the work is dedicated to M. R. M. Gattefossé, give, to those who are familiar with the latter's interest and causes, an accurate foretaste of the contents. To others, a single illustration may convey more than a mere summary. The author puts on record an address made by Rudyard Kipling to the Geographical Society of London, in the course of which the "genial vagabond" sang the praises of the odours specific to each of the numerous countries he had visited, and mentioned especially a certain "solar perfume" which varied according to latitude. Then he asks, is Kipling to be regarded as the inventor of "olfactive geography"? "Ce titre semble revenir, plutôt, à notre Eugène Fromentin, décidément aussi remarquable par son sens incisif des odeurs que par le coloris de ses toiles," of whose descriptive powers the following example is given: "L'air est imprégnée de cette bonne odeur de Holland, qui vous dit où vous êtes et vous fait connaître les frontières par une sensation subite et originale. . . . Une odeur dit tout: la latitude, la distance où l'on est du pôle et de l'équateur, de la houille ou de l'aloès, le climat, les saisons, les lieux, les choses. Toute personne ayant un peu voyagé sait cela; il n'y a de pays favorisés que ceux dont les fûmes sont aromatiques et dont les foyers partient au souvenir."]



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THE CHEMIST AND DRUGGIST

VOL. CXXX

September 2, 1939

NO. 3108

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"The Chemist and Druggist"

IN accordance with the notice issued to our subscribers and advertisers, in the national emergency the editorial and publishing offices of THE CHEMIST AND DRUGGIST have been removed to Bath. A skeleton staff, however, remains in our London office. In the circumstances we ask the indulgence of our friends for any temporary inconveniences which may arise in the production of the *C. & D.* Letters should be addressed to THE CHEMIST AND DRUGGIST, The Pitman Press, Lower Bristol Road, Bath. Telephone: Bath 5492.

Crisis and the Markets

THE prevailing international political situation has had the anticipated effect of creating a firm tone in all markets, with sellers reserved. While there has been a steadily increasing flow of orders for products, with immediate delivery usually asked for, there has been no rush of business similar to that experienced at the end of last September. It is evident that the majority of consumers had previously taken the precaution to purchase bulk quantities of their main raw materials and are now only filling up small gaps in their stocks. Sellers are accepting orders from their regular customers and then usually only for normal quantities. So far this week there has been but little in the way of price increases, and any business in the nature of speculative buying and selling is being declined. Over the week-end there has been a large volume of orders from the Baltic countries and from America, particularly for products such as menthol, agar, anise oil, camphor, etc., but few of these orders are likely to be fulfilled under the present conditions.

A fairly active business is recorded in pharmaceutical chemicals and, with isolated exceptions, supplies are plentiful. We understand from an authoritative source that the home manufacturers are proceeding under normal conditions and that, so far, there has been no marked change in their sales prices. Products which have to be imported are tending to increase in value on account of the deprecia-

tion of the Pound Sterling on exchange rates. Certain Conventions which control sales of imported goods, such as quinine salts, caffeine, etc., have revised their sales prices by basing them on a foreign currency instead of on sterling. There is no doubt that the fine chemical industry is now sufficiently strong to ensure an adequate supply of a very comprehensive range of products, making the country practically independent of outside supplies.

A feature of the crude-drugs markets is the comparatively low level of stocks in dealers' hands, a matter we have commented on in the past. This position is, to some extent, due to shipment prices for many products having been unattractive when compared with the cheap spot quotations. There is little doubt, however, that consumers are in a favourable position, with stocks sufficient for at least a few months. Shipment quotations are coming to hand from most overseas sources and show little change, but actual business in this direction is at a standstill. Spot holders are not declining business so long as it is of a normal character, but are not prepared to ship goods to overseas destinations, preferring to hold them for home requirements. There has been a fair amount of business in essential oils, and dealers are adopting the same attitude as noted for crude drugs. They are issuing delivery orders for normal quantities to their consumer customers and rejecting any other class of business.

There is good evidence in manufacturing and merchandising circles of a determination to promote business on steady lines and in the best interest of the country, and all concerned are to be congratulated on their attitude under difficult conditions.

British Association

WE are writing these notes at a time which appears to us as a culmination of a series of alarms extending over two or more years, in which time it has been impossible to conduct business with any security that our plans should be brought to fruition. Our productive organisation has been diverted from a peace to a war footing. Organisations alien to our normal life have been called into being to meet contingencies which might be expected to arise in a nation at war. Men and women have turned from their lawful occasions to prepare for tasks which they conceive themselves able to render to their State in wartime. Treasure and effort have been poured out without stint in this warlike enterprise.

In the midst of this turmoil the British Association is holding its meetings, as had previously been arranged, in Dundee. Sir Albert Seward, F.R.S., has chosen as the subject of his presidential address "The Western Isles Through the Mist of Ages." The title recalls the existence of a vast continent whose borders reached from the Hebrides far into the Arctic, and now is only represented by the rock formations of the Giant's Causeway, of Staffa, and Iona. Though the continent was countless ages ago submerged under the ocean, it has left traces of its vegetation in rocks which still stand above the water. These fossil remains exhibit close similarities to plants extant in California, China, and elsewhere. Whilst the passer-by—in the haste and anxiety of these changing days—may say "Why waste time in talking of the past when there are urgent tasks to carry on?" we believe that the President of the British Association is rendering a more essential service to mankind than, perhaps, even he himself realises. In drawing our attention to these things, he offers to us a prospect of some

relief from the anxieties of the times. Merely to scan his survey of remote ages, and of nature slowly working out her aims in vast ranges of time and space is an exercise which can be productive only of rest of mind. But he does much more than that: he reminds us that whatever catastrophe may appear to overtake or even overwhelm man or the works of nature, there are indestructible and inescapable elements of life which defy and outlive all efforts directed to destruction.

Policies must, at the best, be short-termed and fleeting—but principles remain. Man, in his short-sightedness and concern for the advantages of his time, may repudiate and abrogate those principles, but justice and truth remain in possession of the field, when the victor of the moment is laid in the dust. We live in a time when the conflict between the passing and the permanent has entered into an acute phase, and Sir Albert Seward's address is a timely and

weighty reminder of the immutability and implacability of permanent things.

In the chemistry section, the presidential address is by Professor E. K. Rideal, M.B.E., F.R.S., on "Film Reactions as a New Approach to Biology." Among the other papers to be presented are "Recent Research on Flavoproteins," by Dr. H. Theorell; "Cytochrome and Similar Compounds," by Professor D. Keilin, F.R.S.; "Narcotics and Tissue Respiration," by Dr. J. H. Quastel; "The Control of Tissue Respiration," by Professor H. S. Raper, C.B.E., F.R.S.; "Radioactive Indicators," by Professor S. Sugden, F.R.S.; "Recent Technique in Photochemistry," by Dr. H. W. Melville; and "The Catalytic Isomerisation of Paraffins," by Dr. S. F. Birch. On Monday afternoon, September 4, a visit will be paid to the chemical laboratories at the University of St. Andrews, and on Tuesday afternoon, September 5, there is a visit to a glass works.

Medical Abstracts

Treatment of Alopecia Areata

THE modern treatment of alopecia areata is outlined in an article in "The Prescriber," July, 1939, p. 256, by Furniss, who states that the disease is chronic, but almost always clears up after a longer or shorter period, except in the severer forms. There is a fair prospect that the hair will be restored to the affected areas so long as there is not much thinning or loss of mobility in the skin. Children suffering from the disease are often nervous and in a debilitated condition. They benefit by a rest and change of environment, and an open-air life is very beneficial. In treating the condition, attention must be paid to the general health. Tonics are indicated, while a change to country or seaside is advisable. Chrysarobin ointment should be rubbed into the patches night and morning. Where it is necessary to adopt blistering, vinegar of cantharides may be used on the patches and around them. Alternatively, croton oil or oil of mustard, as in the following formula, may be employed:—

Ol. sinapis	..	..	..	..	..	1 dr.
Ol. ricini	..	..	..	..	..	2 dr.
Sp. rosmarini	..	..	..	..	..	to 4 oz.

This should be painted in once or twice a day. Strong liniment of iodine is also valuable. These various remedies act by increasing the flow of blood to the part and improving the nutrition of the hair follicles. Ultra-violet radiation treatment has also given very good results, the object being to stimulate the follicles to regrowth. Recent cases respond best to this form of therapy. The second or third degree erythema dose is given to each bald patch, including a margin of about half an inch—the healthy hair having been cut short or carefully combed away. The intense reaction is repeated every two or three weeks.

Treatment of Sea-Sickness

THE causes and treatment of sea-sickness are surveyed in an article by Blackham ("British Medical Journal," July 22, p. 163), who recalls that there is no essential difference between the symptoms of this condition and those of air, train, and swing sickness. The symptoms are all consequent on some form of passive displacement (also called imposed movement or deposition, and one of the problems connected with the maintenance of equilibrium), and the prominent symptom of them all is vertigo. General treatment of sea-sickness falls under the following five headings:

(1) *Posture*.—The best position for the patient is lying down. Some medical men advise patients indiscriminately to get on deck; this may be good advice if the patient has a stuffy cabin, but it is unnecessary in the case of a passenger with a good airy cabin. (2) *Warmth*.—The sea-sick patient suffers from a good deal of vasomotor disturbance and always feels cold, and the author affirms that warmth is far more important for most women than fresh air. (3) *Diet*.—When the patient is in the throes of sea-sickness, mere mention of food leads to a tendency to vomit. Starvation does no harm, but if the passenger fancies an article of diet, it is wise to let him have it. (4) *Beverages*.—Food is not

necessary, but fluid is. It is never a mistake to let the patient go without food, but it is always erroneous to let him go without fluid. Withholding fluid will only increase the patient's suffering from retching with nothing in the stomach to expel. Every beverage in the barman's store has been praised by professional or lay advocates. In the author's experience, neat brandy or iced dry ginger-ale or iced water with a few drops of Angostura bitters are the beverages which have given the best results. (5) *Dextrose*.—Before resorting to drugs, it is well to remember the usefulness of dextrose in many cases. The type of person who is subject to acidosis or ketosis is also liable to travel sickness and experience has shown that such persons are benefited by large quantities of dextrose or even boiled sweets or barley sugar before commencing the journey.

DRUGS EMPLOYED

Referring to treatment by drugs, Blackham considers the following: *Bromides*.—Potassium bromide 1 dr. dissolved in a pint of iced soda water and sipped slowly has been recommended. The slow elimination of bromides is sometimes quoted as a drawback to their use, but even in protracted sea-sickness, it is exceedingly unlikely for bromism to develop. *Chloral Hydrate*.—Dr. Hill, as surgeon of the "Aquitania," recommends the following: Sod. brom. 1 dr., chloral hydrat. $\frac{1}{2}$ dr., sp. chlorof. q.s., aquam ad 1 oz. Sig.: 1 dr. every $\frac{1}{2}$ hour. The risks that chloral hydrate is an irritant to the stomach and is also a depressant to the cardiac muscle need not be feared, as before there is any possibility of overdosage the patient falls asleep and thereby lengthens the interval between doses. *Belladonna*.—The tincture, min. 15–20, in repeated small doses, is more certain in its action and freer from unpleasant after effects than atropine or hyoscine alone. *Chlorbutol*.—This is described as one of the most valuable remedies and best administered in gr. 5–gr. 10 cachets. One should be taken before embarking and a second when the patient has settled down on board. Blackham himself recommends gr. 10. The effect of this compound is enhanced by adding gr. 5 of benzocaine. *Hyoscine*.—This is preferable to atropine, and gr. $\frac{1}{100}$ of the hydrobromide sometimes succeeds where atropine fails. *Cocaine*.—Although draughts containing cocaine have been recommended, Blackham states that he always avoids it, having in mind the risks of general toxic effects from an idiosyncrasy to the drug. *Ephedrine*.—This has been suggested, but it has been found that it was only useful in prophylaxis combined with atropine. *Benzedrine*.—Its properties of stimulating the central nervous system including the higher cerebral centres, its pressor effect on the vasomotor system and the fact that it does not affect regular peristalsis but relieves spasms in the intestine, commend the use of this drug in sea-sickness, but it is a remedy which must be used with care. It is contra-indicated in excitable persons or in individuals suffering from insomnia. It is best omitted in the late afternoon or evening, as its stimulant effect is usually prolonged. It is regarded as a drug of promise, and the fear that some may learn to partake of it too freely is discounted.

Damages for Dilapidations

LANDLORDS and tenants are vitally interested in the effect of Section 18 (1) of the Landlord and Tenant Act, 1927, on their respective positions in relation to dilapidations. That provision deals with two separate matters. First, with the basis on which damages are to be determined in such cases; and secondly, with the tenant's liability in cases where the premises at or shortly after the termination of the tenancy are pulled down or structurally altered.

Dealing with the general question of the basis of damages in the first place, it is to be observed that repairing covenants in leases are of two kinds. The covenant may be a covenant to keep in repair during the currency of the term—in which event, if the premises are not in repair even at the commencement of the tenancy, the tenant will be liable to put them into repair at his own expense—or on the other hand the covenant may be one to yield up in repair at the end of the tenancy. Whatever the form of the covenant the damages which will be payable for the dilapidations, whether during the currency or at the end of the tenancy, will be based not on the cost of doing the work, but on the amount by which the landlord's reversion has been diminished. What is the meaning of "reversion" for this purpose? It means the land itself reverting to the lessor, and not the lessor's interest in the land which is described in legal language as a "reversion" because of the intervention of an intermediate estate—i.e., the lease.

In determining the damages, therefore, one will have to consider (a) the market value of the land in its dilapidated state and (b) its market value in the proper state of repair in which it should have been kept or yielded up to the landlord. This difference will represent the amount of the damages which the tenant must pay to the landlord. Now a tenancy may expire in the normal course of events, when the term originally granted comes to an end. But it may also be determined prematurely and be forfeited by the landlord because of breaches of covenant which have been committed by the tenant. Where a lease is thus forfeited, the lessor in general will be benefited, because his full enjoyment of the land, unfettered by any lease, will thereby be accelerated. The question accordingly arises in such cases whether the tenant is entitled to set off against the landlord's claim for dilapidations the value of the advantage thus accruing to the lessor. The Courts, however, have decided against this view, and the diminution in value of the property arising from the dilapidations must be determined as at the date of forfeiture and not as at the later date when the tenancy would normally have expired (*Hanson v. Newman*, 50, T.L.R. 104).

Reversionary Lease Problem

Another question that arises is as to whether the tenant's liability is diminished by the fact that a reversionary lease has been granted by the lessee to a third person commencing on the date of the expiry of the current lease. In such cases it may be said that the lessor does not in fact suffer any damage at all, since the new tenant enters into the covenant in the new lease quite irrespective of the condition in which the premises may happen to be. But here again the Courts have held otherwise and have determined that the liability for the dilapidations must be determined as if no reversionary lease at all had been granted, the diminution in value of the land in consequence of the non-repair being determined as at the date of the termination of the current lease and not as at the future date of the termination of the new reversionary lease (*Terroni v. Necchi*, 1931, 1, Ch. 515). This case was followed recently in *Duke of Westminster v. Duncombe*. Here the lessor was receiving a premium from the reversionary lessee, who, moreover, was covenanting under such reversionary lease to pay a higher rent than the annual rent, and to keep and in so far as necessary to put the premises into repair. It was argued accordingly that the landlord was not suffering any damage in consequence of the existing dilapidations, but the Court held nevertheless that the reversionary lease and the terms thereof were to be ignored in determining the extent of the tenant's liability.

Let us deal now with the second branch, as it were, of Section 18 (1) of the Landlord and Tenant Act, 1927. It is there provided that a landlord is not to recover any damages for dilapidations in so far as it is shown that the premises,

in whatever state of repair they might be, would at or shortly after the termination of the tenancy have been or be pulled down, or such structural alterations made therein as would render valueless the repairs covered by the covenant or agreement. The object of this provision is to prevent a landlord from making a profit out of the tenant by making the latter pay for repairs which are not to be carried out or which at any rate must be of no value to anybody because the property is demolished or structurally altered. That is the general object, but Section 18 (1) gives rise to a number of practical difficulties to which brief reference may usefully be made.

Demolition or Structural Alteration

It will be observed in the first place that the demolition or structural alteration must take place "at or shortly after the termination of the tenancy" in order that the tenant may be entitled to the benefit of the section. There is no indication, however, as to what period of time will be regarded as being "shortly after" the termination of the tenancy. Again, must the demolition or structural alteration be effected by the lessor and the lessor alone and not by a third person—e.g., a purchaser of the property after the tenancy has ended—in order that the tenant may claim the benefit of the section? Here again the section is vague, but the better opinion would appear to be that it is immaterial whether it is the lessor or a third person such as a purchaser who demolishes or structurally alters the premises.

Again, what is the position where money has actually been expended in making good the dilapidations, but subsequently, "shortly after" the termination of the tenancy, the premises are pulled down or structurally altered? Must the tenant pay in such a case notwithstanding the demolition or the structural alterations? This is a difficult point to determine, but it would seem that the fact that money has been actually spent on the repairs cannot affect the tenant's position.

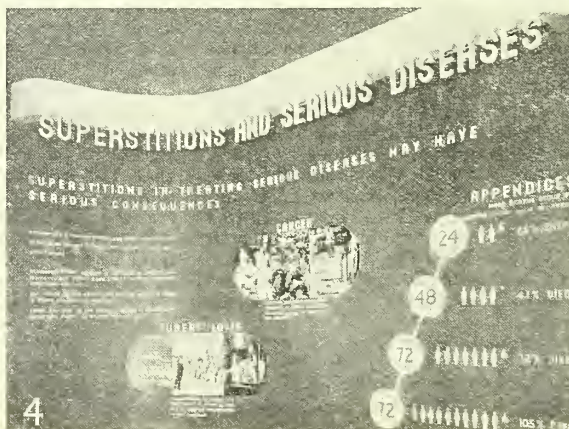
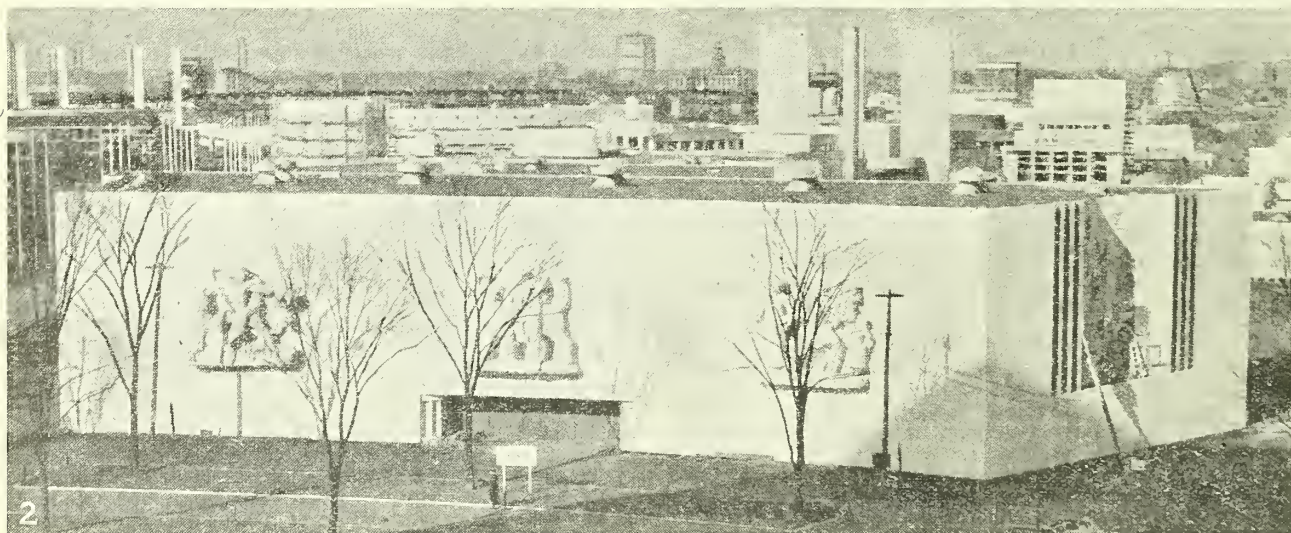
Let us consider yet another matter of difficulty. The tenant may on demand actually pay the landlord for the dilapidations at the end of the tenancy. The landlord at that time may not have had any intention to demolish or structurally alter, but subsequently he might find it to his advantage to do so or else he might sell the premises to a third person, who thereupon proceeds to demolish or structurally alter. All this may happen within the period of "shortly after" the termination of the tenancy. Can the tenant get his money back? There is a good deal of conflict of opinion in legal circles as to the tenant's position in such a case, and nothing short of a decision of the Courts can satisfactorily put the matter at rest.

In conclusion, we should point out that it is not every agreement with regard to repairs or decorations which will be within Section 18 (1) of the Act. There are at least three decisions on this important topic which should be noted. In *Moss Empires, Ltd., v. Olympia (Liverpool), Ltd.*, the lessees had agreed to spend £500 per annum on repairs and decorations or else to pay the landlords the difference between £500 and the amount actually expended. The House of Lords held that the sum was in the nature of a debt and not damages, and that it was recoverable by the landlords despite Section 18 (1). In another case, *Plummer v. Ramsay*, the tenant had agreed to pay the landlord a fixed sum in lieu of dilapidations, and the Court held that the sum was recoverable by the landlord, although it might have exceeded the amount of the damages that would ordinarily have been recoverable according to the measure provided for the subsection. Lastly, in *Scantlebury v. Carrie*, where an option was conferred on the tenant to pay a fixed sum in lieu of dilapidations, it was held that the option was exercisable even after the tenancy terminated, so long as it was exercised within a reasonable time; and that in default of such exercise the landlord was entitled to rely on his ordinary rights and to recover the full measure of the compensation to which he was entitled under Section 18 (1) of the Landlord and Tenant Act, 1927.

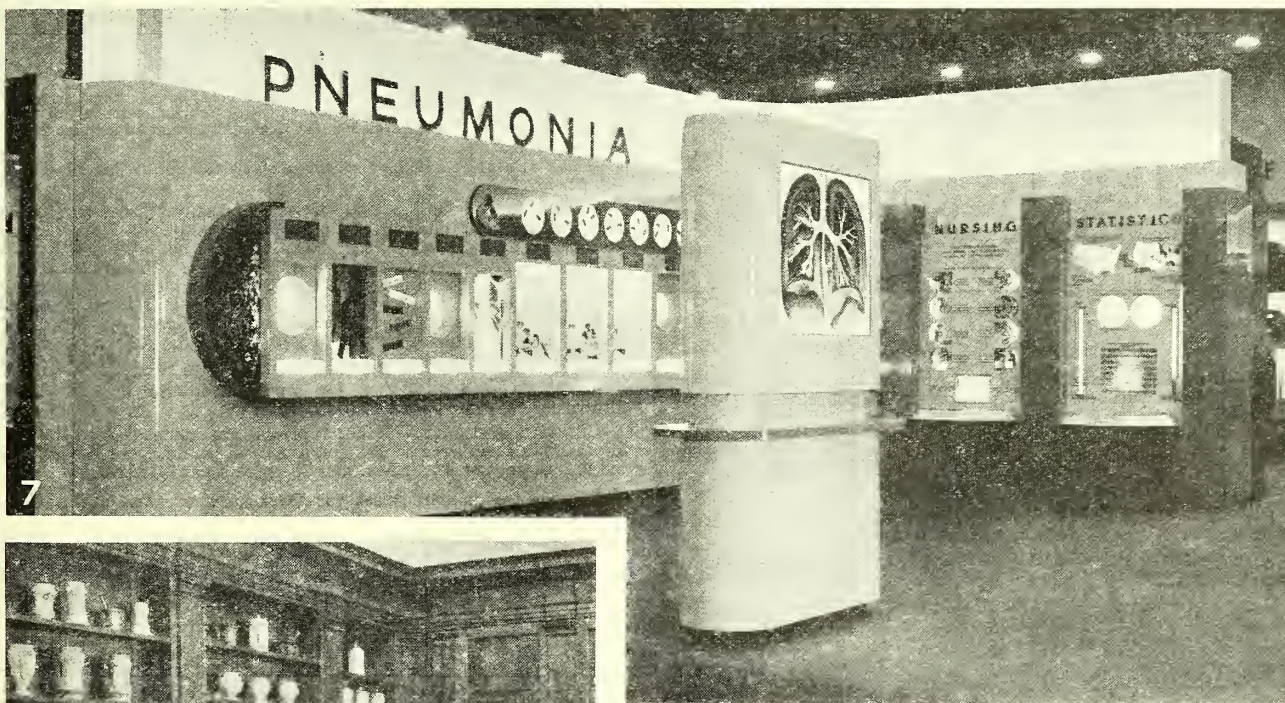
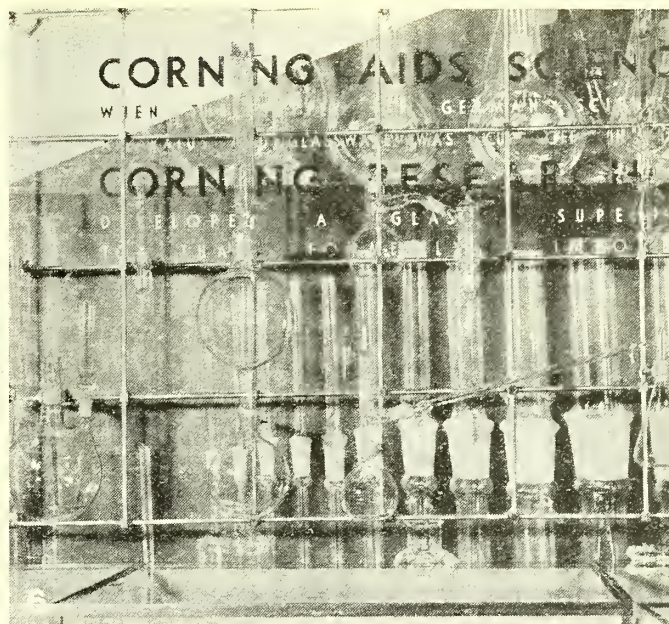
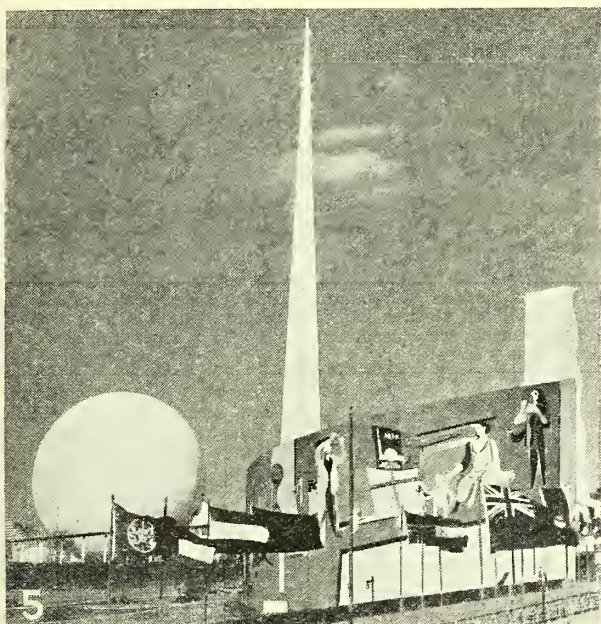
ROYAL TECHNICAL COLLEGE, Glasgow.—The syllabus of the School of Pharmacy (Professor J. P. Todd, Ph.D.), giving particulars of courses for the B.Sc. (Pharm.) degree, Ph.C., Chemist and Druggist and Preliminary Scientific qualifications and Diploma in Biochemical Analysis, is now available.

At the World's Fair, New York

SITUATED at the centre of the Fair grounds, the Medicine and Public Health Building at the World's Fair, New York, is a triangular, stucco-covered structure of 137,750 sq. ft. The main-entrance section is called the Hall of Man, and special exhibits in this section demonstrate the various functions of the body. In the building are more than thirty exhibitors, including medical associations and societies and wholesale drug and chemical manufacturers. The Hall of Man serves as a gateway to the commercial exhibits in an adjacent section. It was financed by eight of the largest insurance companies. Exhibits in the Hall dramatise functions of the body associated with walking, working, sleeping, eating and the five senses. Every three minutes throughout the day and evening a lecturer gives, through loud speakers, a short explanation of the exhibits. There is a series of ten small dioramas, transparencies and models illustrating the basic sciences of physics, zoology, embryology, chemistry, anatomy, histology, bacteriology, pathology, physiology, and pharmacology. A companion exhibit is a series of ten small dioramas, transparencies and models which illustrate various subjects in clinical medicine. By agreement, commercial and sales appeal has been entirely omitted from exhibits in this section, and each manufacturer has done his utmost to educate rather than sell. The Hall of Pharmacy occupies extensive space. One of the interesting exhibits there is a Florentine chemist's shop reproduced from genuine antique-panelled furniture, jars and other items. A leading manufacturer of tooth-paste has packaging machinery in operation and shows the sample tubes being filled and packaged. The "Maison Coty" (right) houses an arcade of shops, theatre, museum and a section in which "air-spun" powder is made.



1. The Coty building, built to resemble a gigantic powder box, and the only one occupied entirely by one manufacturer.
2. Medicine & Public Health building.
3. Display of glass bottles of all varieties in Glass Centre.
4. Educational exhibit to demonstrate consequences of following superstitions in treatment of diseases.



At the World's Fair, New York

5. The Hall of Pharmacy, bearing continuous mural painting in colours.
6. An exhibit of scientific glassware.
7. Pneumonia exhibit by Lederle Laboratories.
8. Reconstructed seventeenth-century pharmacy exhibited by Conti Products Co.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

IN the present state of National Emergency and should war be declared, the headquarters of Monsanto Chemicals, Ltd., will be at Ruabon, Nr. Wrexham. Telephone: Ruabon 3. All correspondence and orders should be sent to that address. For the convenience of clients, sales staff will be stationed at White Meads, Royston, Hatch End, Middlesex. Telephone: Hatch End 83.

28 Essex Street, W.C.2, August 30

THIS morning all markets are firm, with a steady volume of consuming business being transacted. Spot holders are conserving stocks as much as possible. The depreciation of sterling on exchange is having the effect of firming up many markets, particularly where the dollar and guilder are concerned. All shipment business is at a standstill and many consignments now due for dispatch from overseas ports on the Continent and in the East are not likely to be effected until the situation eases.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Wednesday morning:—

Centre	Quoted	Par	August 24	August 31
Amsterdam ..	Fls. to £	12.107	8.72	8.10
Berlin ..	Mks. to £	20.43	11.67	11.0
Brussels ..	Belgas to £	nominal	27.68	25.5
Copenhagen ..	Kr. to £	18.159	22.40	22.4
Lisbon ..	Esc. to £	110	110	110
Madrid ..	Ptas to £	25.24½	nominal	nominal
Milan ..	Lire to £	92.46	89	82½
Montreal ..	Dols. to £	4.86½	4.68½	4.40
New York ..	Dols. to £	nominal	4.68½	4.32½
Oslo ..	Kr. to £	18.159	19.90	19.0
Paris ..	Fr. to £	124.21	176½	174½
Prague ..	Kr. to £	164.25	nominal	nominal
Stockholm ..	Kr. to £	18.150	19.40	18.0
Warsaw ..	Zloty to £	43.38	25½	22 nominal
Zurich ..	Frs. to £	25.2115	20.73	19½

Bank rate 4 per cent.

Pharmaceutical Chemicals, etc.

UNDER prevailing conditions, all quotations are subject to withdrawal or adjustments without notice, particularly in the cases of imported products. Convention articles affected by fluctuations in the rates of exchange on sterling will no doubt increase according to the movements of the £. Some of these products are not now quoted in sterling, cases being quinine salts and caffeine. All holders of spot stocks are reserved and selling in limited quantities only.

ACETANILIDE.—Business of small account: B.P. crystals and powder quoted at 1s. 7d. to 1s. 10½d. per lb., as to quantity.

AMIDOPYRINE.—Crystals, two cwt., 9s. 4d.; one cwt., 9s. 8d.; less than one cwt., 10s. per lb., with powder 2½d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—Scale of prices steady; one cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10d., in 8-oz. tins; and 2s. 1d. per lb., in 4-oz. tins.

ASPIRIN.—Makers' scales of prices continue steady:—

In containers	1 lb.	2 lb.	4 lb.	7 lb.	14 lb.	28 lb.
1 lb. and under 4 lb. ..	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.
4 lb. and under 7 lb. ..	3 3	3 1½	—	—	—	—
7 lb. and under 14 lb. ..	3 2	3 0½	3 0½	—	—	—
14 lb. and under 28 lb. ..	3 1	2 11½	2 11½	2 10½	—	—
28 lb. and under 1 cwt. ..	3 0	2 10½	2 10½	2 9½	2 8½	—
Not less than 1 cwt. ..	2 11	2 9½	2 9½	2 8½	2 8	—
Not less than 5 cwt. ..	2 7½	2 6	2 5½	2 5½	2 4½	—
Not less than 10 cwt. ..	2 7	2 5½	2 5½	2 4½	2 4	—
Not less than 20 cwt. ..	2 6	2 4½	2 4½	2 3½	2 3	—

The quotations for aspirin, powder and tablets, are subject to the following conditions:—Buyer not to resell any quantity at prices or terms below the scale for such quantity current at the time the resale is made, and, if he converts the aspirin into tablets, not to sell any quantity of tablets at prices or terms below the scale for such quantity at the time he sells the tablets.

BARBITONE.—Inquiry continues to be on a small scale, with prices quoted keenly: Spot, two cwt., 8s. 11d. 56 lb., 9s. 2d. less than 56 lb., 9s. 5d. per lb.

BENZOIC ACID (B.P.).—Steady and unchanged. Five cwt., 1s. 7½d.; one cwt., 1s. 8d.; smaller parcels, from 1s. 9d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' scales of prices for these salts continue at the recent reductions. Carbonate remains at the reduction of 1s. per lb. notified on April 18 last, while the other salts, which at that time were unchanged, were reduced from 4d. to 8d. per lb. The current scales are as follows:—

	Net Monthly Account			Net 14 days	
	Under 4 lb.	4 lb. and under 8 lb.	8 lb. and under 28 lb.	28 lb. and under 1 cwt.	Not less than 1 cwt.*
Carbonate ..	s. d.	s. d.	s. d.	s. d.	s. d.
Citrate ..	7 6	7 0	6 3	5 9	5 6
Nitrate Cryst. ..	11 4	10 10.	10 1	9 7	9 4
Oxide ..	6 4	5 10	5 1	4 7	4 4
Salicylate ..	12 3	11 9	11 0	10 6	10 3
Subchloride ..	9 6	9 0	8 3	7 9	7 6
Subgallate ..	12 0	11 6	10 9	10 3	10 0
Subnitrate ..	9 2	8 8	7 11	7 5	7 2
	7 4	6 10	6 1	5 7	5 4

* Contracts are booked for 1 cwt. and upwards for delivery over three months and are subject to a rise and fall clause. A rebate of 3d. per lb. is allowed on sales of not less than 2 cwt. salts (assorted if required) provided delivery is completed within three months. All deliveries ex contract are sold on net cash 14 days' terms. Sales are subject to an undertaking on the part of the buyer not to resell any of the salts at prices or terms under the scale for such quantities current at the time the resale is made.

A late message states that all the above prices have been increased by 6d. per lb.

BROMIDES.—Makers' scales of prices steady: POTASSIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. per lb. SODIUM, B.P., five cwt., 1s. 10d.; one cwt., 1s. 11d.; 28 lb., 2s. 2d. per lb. AMMONIUM, B.P., five cwt., 1s. 11d.; one cwt., 2s.; 28 lb., 2s. 3d. per 1-lb. net. Resale clause applies, 28-lb. parcels and one-cwt. cases free. Smaller quantities than 28 lb. at higher prices. Export quotations are maintained as follows: POTASSIUM, B.P., five cwt., 1s. 4d.; one cwt., 1s. 4½d. SODIUM, B.P., five cwt., 1s. 5d.; one cwt., 1s. 5½d. AMMONIUM, B.P., five cwt., 1s. 6d.; one cwt., 1s. 7d. f.o.b.

CAFFEINE.—All quotations for imported material have been withdrawn for the time being.

CHLORAL HYDRATE.—Makers' prices are unchanged; duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 2d.; one cwt., 3s. 3d.; 28 lb., 3s. 4d. per lb.; 28-lb. jars one penny per lb. extra.

CITRATES.—Makers' prices for POTASSIUM CITRATE are nominally unchanged:—

	1 lb. bts. or tins	2 lb. bts. or tins	4 lb. bts. or tins	7 lb. bts., tins or jars	14 lb. bts., tins or jars	28 lb. tins free
Under 4 lb. ..	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.
4 lb. and under 7 lb. ..	2 2	2 0½	—	—	—	—
7 lb. and under 14 lb. ..	2 1	1 11½	1 10½	—	—	—
14 lb. and under 28 lb. ..	2 0	1 10½	1 10½	1 9½	—	—
28 lb. and under 1 cwt. ..	1 11	1 9½	1 9½	1 8½	1 8½	—
1 cwt. ..	1 10	1 8½	1 8½	1 7½	1 7½	1 7
	1 8	1 6½	1 6½	1 5½	1 5½	1 5

COCAINE.—British makers' prices for wholesale bulk quantities are quoted as follows: HYDROCHLORIDE and NITRATE, 25 oz. and over, 29s. 6d.; 16 oz. and less than 25 oz., 30s. 9d.; over 8 oz. and less than 16 oz., 31s. 9d. per oz. PURE CITRATE and SALICYLATE, 25 oz. and over, 32s. 6d.; 16 oz. and less than 25 oz., 33s. 6d.; over 8 oz. and less than 16 oz., 34s. 6d. per oz., 16-oz. packages free. Smaller packing extra. The scale of prices applicable to distributors of smaller quantities is as follows: HYDROCHLORIDE and NITRATE, 8 oz., 34s. 1d.; 4 oz. and less than 8 oz., 34s. 7d.; 2 oz. and less than 4 oz., 35s. 5d.; 1 oz. and less than 2 oz., 36s. 5d.; ½ oz. and less than 1 oz., 37s. 11d.; ¼ oz. and less than ½ oz., 40s. 11d. per oz. PURE CITRATE and SALICYLATE, 8 oz., 36s. 10d.; 4 oz. and less than 8 oz., 37s. 4d.; 2 oz. and less than 4 oz., 38s. 2d.; 1 oz. and less than 2 oz., 39s. 2d.; ½ oz. and less than 1 oz., 40s. 8d.; ¼ oz. and less than ½ oz., 43s. 8d. per oz., packages extra. Resale: Sales subject to buyers undertaking not to resell any quantity below the scale of prices for such quantity current at the time of resale. Export prices vary according to destination.

CREAM OF TARTAR.—Market is steady: British material, 99 to 100 per cent., 92s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

CREOSOTE.—Quiet: bulk quantities, in 25-kilo demijohns, 1s. 6d.; small parcels, 1s. 7½d. up to 2s. per lb., ex store.

EPHEDRINE.—Values tend dearer. Hydrochloride, B.P., 4s. 9d. to 5s. per oz. for minimum 1,000-oz. lots; small quantities, from 6s. 3d. Pure alkali is quoted from 6s. 6d. to 7s. 3d. per oz., as to quantity.

GALLIC ACID.—Steady, small trade; spot, one cwt., 3s.; 56 lb., 3s. 1d.; smaller parcels, up to 3s. 6d. per lb.

GLYCERIN (B.P.).—Makers' prices continue nominally unchanged, but are liable to withdrawal without notice. The scales are as follows:—

PRICE PER CWT.

Contracts or spot lots of	Under 1 cwt.	1 cwt. and under 2½ cwt.	2½ cwt. and under 5 cwt.	5 cwt. and under 10 cwt.	10 cwt. and under 20 cwt.
Minimum deliveries off contract of	—	1 cwt.	1 cwt.	1 cwt.	2 cwt.
Tins, 14 lb. each per cwt.	90/-	85/6	84/6	81/6	80/6
Tins, 28 lb. "	87/-	83/-	82/-	79/-	78/-
Tins, 56 lb. "	84/-	80/6	79/6	76/6	75/6
Drums, 1 cwt. (charged 20/-) ..	—	76/-	75/-	72/-	71/-
Drums, 2½ cwt. (" 60/-) ..	—	—	73/-	70/-	69/-
Drums, 5 cwt. (" 75/-) ..	—	—	—	69/6	68/6
Drums, 10 cwt. (" 100/-) ..	—	—	—	—	68/-
Extra per cwt. for smaller deliveries	2 cwt. and under 5 cwt.	—	—	—	—
ex contract than as above specified.	1 cwt. and under 5 cwt.	—	—	—	-/6
	Under 1 cwt.	1/-	1/-	1/-	1/6

Refined pale straw industrial glycerin, 1-260 S.G., 5s. per cwt. less than chemically pure. Without engagement. These prices are subject to alteration without notice.

IODIDES.—Makers' prices for salts unchanged. POTASSIUM, B.P.—Not less than 1 cwt., 5s. 3d.; not less than 28 lb., 5s. 6d.; not less than 14 lb., 5s. 9d.; not less than 7 lb., 6s. 3d.; not less than 4 lb., 6s. 9d.; smaller quantities, 7s. 3d. per lb. SODIUM, B.P., not less than 7 lb., 7s. 4d.; not less than 4 lb., 8s.; smaller quantities, 8s. 10d. per lb. IODINE, B.P., RESUBLIMED.—Not less than 1 cwt., 5s. 9d.; not less than 28 lb., 6s.; not less than 14 lb., 6s. 3d.; not less than 7 lb., 6s. 9d.; not less than 4 lb., 7s. 5d.; smaller quantities, 8s. 2d. per lb. IODOFORM, B.P., CRYST., PRECIP. or POWDER.—Not less than 28 lb., 8s. 3d.; not less than 14 lb., 8s. 7d.; not less than 7 lb., 9s. 3d.; not less than 4 lb., 10s. 1d.; smaller quantities, 10s. 11d. per lb. Contracts for 1 cwt. and upwards (assorted if required), with fall clause for delivery as required during four months, 28-lb. tins and 1-cwt. cases free. All bottles are charged, but will be credited in full if returned carriage paid, in good condition, within three months Carriage paid on any quantity. It is a condition of sale that buyers undertake not to resell any quantity of the above products at prices below the scale for any such quantity current at the time the sale is made.

METHYLATED SPIRITS.—Prices for all grades of industrial and pyridinised spirits are steady.

In One Delivery	Industrial Spirits				
500 galls and upwards	61 o.p.	64 o.p.	66 o.p.	68 o.p.	74 o.p.
100 " " under 500	1s. 3d.	1s. 4d.	1s. 5d.	1s. 6d.	1s. 8d.
30 " " " 100	1s. 5d.	1s. 6d.	1s. 7d.	1s. 8d.	1s. 10d.
10 " " " 30	1s. 7d.	1s. 8d.	1s. 9d.	1s. 10d.	1s. 12d.
	1s. 9d.	1s. 10d.	1s. 11d.	1s. 12d.	1s. 14d.

In One Delivery	Pyridinised		Mineralised (Coloured Violet)	
500 galls. and upwards	61 o.p.	64 o.p.	61 o.p.	64 o.p.
100 " " under 500	1s. 5d.	1s. 6d.	1s. 5d.	1s. 6d.
30 " " " 100	1s. 7d.	1s. 8d.	1s. 7d.	1s. 8d.
10 " " " 30	1s. 9d.	1s. 10d.	1s. 9d.	1s. 10d.

Industrial methylated spirits (toilet quality) 2d. per gallon above the prices quoted for industrial methylated spirits. Delivered free. Carriage also paid on returned empty packages. Terms, cash in one month, less 2½ per cent.

METHYL SALICYLATE.—Makers' prices steady; spot, ten cwt., 1s. 1½d.; five cwt., 1s. 2d.; one cwt., 1s. 2½d.; less than one cwt., 1s. 3d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' prices firm; two cwt., 19s. 3½d.; one cwt., 19s. 9½d.; 56 lb., 20s. 2½d.; small parcels, 20s. 8d. per lb.

PHENACETIN.—Makers' prices unchanged; crystals or powder, bulk quantities, from 2s. 6d.; smaller parcels from 2s. 7d. to 3s. per lb., as to quantity.

PHENAZONE.—Steadier: crystals, five cwt., 6s. 9½d.; two cwt., 7s.; one cwt., 7s. 3d.; and less up to 7s. 6d. per lb., with powder 2½d. per lb. extra.

PHENOLPHTHALEIN.—Market is steady: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels up to 3s. 6d. per lb.

PHENYLETHYLBARBITURIC ACID.—Dealers' prices in 2-lb. bottles are steady at about 16s. to 17s. per lb., as to quantity.

PHOTOGRAPHIC CHEMICALS.—Home makers' prices are as follows: AMIDOL.—28 lb., 8s.; 14 lb., 8s. 9d. net; 7 lb., 9s. 6d., in free 7-lb. tins; under 7 lb., 12s. per lb., in free 1-lb. bottles, less 2½ per cent. monthly terms. CHLORQUINOL.—1-lb. bottles, 21s. per lb. GLYCIN.—7 lb., 10s. 6d.; 1-lb. bottles, 13s. 6d. per lb. HYDROQUINONE.—56 lb., 4s. 10½d.; 28 lb., 5s.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d. in 1-lb. bottles, 6s. 6d. per lb. METOL.—28 lb., 9s. 6d.; 14 lb., 9s. 9d. net; 7 lb., 10s. 6d., tins free; 3 lb., 12s., bottles free; 1-lb. bottles, 12s. 6d. per lb., bottles free, less 2½ per cent. monthly terms. ALUM (PHOTOGRAPHIC QUALITY).—1 cwt., 21s. per cwt.; 28 lb. for 6s. GOLD CHLORIDE.—15-grain tubes, 45s. per doz. MAGNESIUM POWDER.—10s. per lb. PARAMIDOPHENOL HYDROCHLOR.—8s. 6d. per lb., bottles free. POTASSIUM FERRICYANIDE.—14 lb., 2s. 2d.; 7 lb., 2s. 4d.; 1 lb., 2s. 6d. per lb. POTASSIUM METABISULPHITE.—One cwt., 8d.; 28 lb., 9d.; 14 lb., 10d.; 7 lb., 1s. per lb. PYROGALLIC ACID, CRYST.—One cwt., 7s. 9d.; 56 lb., 8s.; 28 lb., 8s. 3d. net; 14 lb., 9s. 9d.; less than 7 lb., 10s. 3d. per lb., less 2½ per cent., monthly account. Resale in small packages: 1-oz. bottles, 2s.; 4-oz., 5s. 3d.; 8-oz., 9s.; 16-oz. bottles, 16s. 1½d. each, less 33½ per cent. to the trade. RESUBLIMED.—1-oz. bottles, 2s. 6d.; 4-oz., 6s. 6d.; 8-oz., 11s. 3d.; 16-oz. bottles, 20s. 3d. each, less 33½ per cent. to the trade. SODIUM CARBONATE, RECRYST.—5 cwt., 12s. 6d. per cwt.; 1 cwt., 15s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. SODIUM HYPOSULPHITE, CUBES, CRYST.—5 cwt., 17s.; 1 cwt., 19s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. SODIUM SULPHIDE (PURE).—7 lb., 1s. 9d.; 1 lb., 2s. 28 lb., bottles and jars free. SODIUM SULPHITE, RECRYST.—One cwt., 21s. 6d. per cwt.; 56 lb. for 13s. 6d.; 28 lb. for 7s.

POTASSIUM PERMANGANATE (B.P.).—British makers' scale of prices for home trade is as follows: Not less than one cwt., 10½d.; not less than three cwt., 10d., in drums; not less than 5 cwt., 9½d. in 1-cwt. drums and 9½d. in 5-cwt. drums, net, delivered buyer's station, drums free. Technical or commercial quality, one cwt., 96s.; three cwt., 91s. 6d.; five cwt., 89s.; one ton, 86s. 6d. per cwt., in 1-cwt. drums.

ROCHELLE SALTS.—Makers' prices are nominally unchanged.

	Pulv. Sod. Pot. Tart. B.P.	Pulv. Seidlitz	Double Seidlitz
	Per cwt. s. d.	Per cwt. s. d.	Per cwt. s. d.
Under 1 cwt.	85 0	68 0	76 5
Under 5 cwt.	82 6	66 3	73 3
Over 5 cwt. in one delivery ..	80 0	64 3	71 0

Soda pot. tart. cryst. at 2s. 6d. per cwt. extra to powder, net, 14 days. Special prices for quantities. Contracts accepted subject to a rise and fall clause.

STRYCHNINE SALTS.—Makers' scales of prices for these products are nominally unchanged. Home trade and Empire (excluding Canada) prices are as follows:—

	Under 250 oz.	250 oz. and under 500 oz.
	Per oz. s. d.	Per oz. s. d.
Pure crystals	1 4	1 3½
Pure Precip.	1 4	1 3½
Acetate	1 10½	1 10
Arsenate	1 9½	1 9
Arsenite	1 10½	1 10
Bisulphate	0 10½	0 10
Hydrochloride	1 2	1 1½
Hypophosphite	3 4½	3 4
Nitrate Crystals	1 2	1 1½
Nitrate Powder	1 2	1 1½
Nitrate Powder No. 2	0 10½	0 10½
Phosphate	2 1½	2 1
Sulphate Neut. Cryst.	1 0½	1 0
Sulphate Neut. Powder	1 0½	1 0
Sulphate Neut. Powder No. 2	0 10½	0 10½

Terms net 30 days. 25-oz. tins free. Smaller packages charged extra 1-oz. bottles 2d. extra. Delivered home market or c.i.f. export. For export: discount 1 per cent. cash in 10 days. Cases free. Buyers held covered against price reduction for 10 days after arrival of steamer at port of destination. Contracts can be booked for 250 oz. upwards with fall clause, delivery over six months.

QUININE SALTS.—We are advised that sterling prices for all salts have been withdrawn. The only quotations at present available are in Dutch florins, with sulphate at 97.80 per 100 oz. At an exchange rate of 8.25 florins to the £ this would give a sterling price for sulphate of approximately 2s. 4.4d. per oz. in minimum 100 oz. lots.

SACCHARIN.—Convention price for 550 is 49s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Makers' prices unchanged: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 10d.; 14 lb., 1s. 11d.; 7 lb., 1s. 0½d.; 4 lb., 2s. 2½d. per lb.

SALOL.—Business of small account; spot, crystals, two cwt., 2s.; one cwt., 2s. 1d.; 56 lb., 2s. 2d.; smaller parcels, up to 2s. 6d. per lb.; powder, 2½d. per lb. extra.

SODIUM BENZOATE (B.P.).—Market continues steady: one cwt., 1s. 4d.; smaller parcels, 1s. 5d. up to 2s. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—Scale of prices unchanged; spot, one cwt., 11s.; 28 lb., 11s. 3d.; 14 lb., 11s. 6d.; 7 lb., 11s. 9d.; smaller parcels, up to 12s. 3d. per lb.

SODIUM SALICYLATE (B.P.).—Makers' prices steady; home trade, crystals or powder, five cwt., 1s. 5½d.; one cwt., 1s. 6d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10½d.; 7 lb., 1s. 11½d.; 1 lb., 2s. 4d. per lb.

THEOBROMINE.—Prices have been withdrawn temporarily.

VANILLIN.—Convention prices unchanged; ex clove oil or guaiacol, five cwt., 11s.; one cwt., 11s. 1½d.; 56 lb., 11s. 3d.; less, 11s. 6d. per lb. Some outside competition.

Crude Drugs, etc.

ALOE.—A very firm market with supplies somewhat restricted: Cape, spot, 50s.; shipment nominal. Curaçao, spot, 200s. to 220s. per cwt., c.i.f., as to quality.

ANTIMONY.—Chinese crude, spot, £48; shipment, September-October, £46, c.i.f. nominal. English regulus, spot, £71 per ton.

BALSAMS.—Some demand, prices steady: *Tolu*, 1s. 10d.; *Canada*, 2s. 10½d.; *Copaiba*, 1s. 9d.; *Peru*, 3s. 9d. per lb., spot.

BENZOIN.—Dealers' prices are firm: Sumatra, 75s. to 92s. 6d. per cwt., as to quality. Siam, medium almonds, £27 10s.; bean and pea, £23 per cwt.

BISMUTH METAL.—The price is now 1 dollar 5 cents per lb.

BUCHU.—The spot position is much steadier and sellers are not now pressing for business. Prices are nominally unchanged at 1s. 5d. to 1s. 6d. per lb.

CAMPHOR.—Japanese quoted unchanged but firm and in more demand. Natural spot, tablets, 2s. 5½d.; powder, 2s. 2½d.; slabs, 2s. 2½d. per lb., ex store; shipment, tablets, 2s. 1d.; powder, 1s. 10½d.; slabs, 1s. 10d. per lb., c.i.f. English refined flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and ¼ oz., 3s. 6d. Japanese monopoly BB brand, £7 10s. per 100 lb.

CASCARA SAGRADA.—Spot, 1938 peel, 55s.; 1937 peel, 62s. 6d. to 65s.; 1936 peel, 65s. per cwt. Shipment offers of 1939 crop peel nominal at 47s. 6d. per cwt., c.i.f.

CLOVES.—Market firm: Zanzibar, spot, 8½d.; shipment, August-September, 7½d. per lb., c.i.f. Madagascar, spot, in bond, 7½d.; shipment, August-September, 6½d. per lb., c.i.f.

COCONUT (DESICCATED).—Spot, fine, 18s. 9d.; medium, 18s. 6d.; shipment, halves, August-September, 17s. 6d. per cwt., c.i.f. nominal.

COLCHICUM.—The present spot price for root is 47s. 6d. per cwt. and for seeds 1s. per lb.

DIGITALIS LEAVES.—Good green are available on the spot at 85s. per cwt.

ERGOT.—All shipment quotations are nominal with Spanish-Portuguese about 6s. 9d. to 7s. per lb., c.i.f. Spot, Polish, dearer at 4s. to 4s. 3d.

GINGER.—Spot steadier, shipment nominal: Jamaican, spot, bold, in barrels, up to 65s.; small grinding, in bags, 32s. 6d. to 35s. per cwt., c.i.f.

GINGER.—West African on spot is quoted at 17s. 9d. per cwt.; shipment nominal.

GUM ACACIA.—Kordofan, cleaned sorts, spot, 46s.; shipment, 43s. c.i.f., nominal.

HENBANE.—Good quality material is available at 65s. per cwt., ex store.

HONEY.—Spot values are firm, market quiet. Jamaican, from 32s. for dark manufacturing to 45s. per cwt. for pale set. Canadian, 42s. to 45s. Californian white, clover, 47s. 6d., duty paid. Small quantities of all varieties at higher rates.

HYDRASTIS.—Continues to advance, shipment nominal: spot U.S.P., 15s. to 15s. 6d.; high test, 16s.; shipment, U.S.P., 15s. per lb., c.i.f.

JUNIPER BERRIES.—Supplies are available on the spot, and the price quoted is 27s. 6d. per lb.

LIQUORICE ROOT.—Natural of good quality is quoted at 12s. 6d. per cwt., ex store.

MANNA.—Finest selected flake, in 1-lb. tins, quoted at 3s. 7½d. to 3s. 9d. per lb., ex store.

MENTHOL.—More inquiry with sellers reserved, spot values firm; no shipment quotations. Japanese, K/S brands, spot, 12s. 3d. to 12s. 6d., as to seller. Chinese, spot, 11s. 4½d. to 11s. 6d. per lb.

MERCURY.—The price for Spanish-Italian metal is unchanged at present at 76 dollars f.o.b. Spot, £16 16s. per flask, ex store.

PEPPER.—The Pepper Sales Control Committee announce that they have raised the duty paid price of White Muntok to 4d. per lb., and in bond, 3½d. per lb. All other quotations are nominal.

PIMENTO.—Values are nominal with spot at 8½d. per lb. and September shipment at 69s. per cwt., c.i.f.

RHUBARB.—On a small supply prices tend dearer and sellers are only liquidating small quantities: Rough-round, best available, 2s. 6d. to 2s. 8d.; Shensi, small to medium, poorish quality, 5s. 3d.; Shensi pickings, 4s. 6d.; Canton pickings, 3s. 9d. per lb.

RUBBER.—Firm with good business and prices advanced: Standard ribbed smoked sheet, spot, 8½d.; September, 8½d.; October-December, 8½d.; January-March, 8½d. per lb.

SENEGA.—Market firm: spot, 2s. 6d. to 2s. 7d.; shipment nominal at 2s. 4d. per lb., c.i.f.

SENNA.—The somewhat limited stocks in first-hand are firmly held at recent figures and with further arrivals doubtful for the time being values tend to advance for both Tinnevely and Alexandrian.

SHELLAC.—Terminal market very steady: TN orange, spot, 36s. 6d. to 39s. 6d.; September, 37s.; October, 38s.; December, 39s. per cwt. Spot, pure button, 50s.; fine orange, 57s. 6d. to 75s. per cwt.

TONKA BEANS.—Fair frosted Para beans, 1s. 9d. to 1s. 10½d. per lb. for quantities, ex store; shipment nominal.

TRAGACANTH.—Spot values are nominally unchanged and a steady general business is reported: Finest selected white ribbon, £60; No. 1, white, £55 to £57 10s.; No. 2, white, £50 to £53; No. 3, white, £35 to £42 10s.; amber leaf, £32; cleaned amber sorts, £16; brown to amber leaf, £11 10s.; red leaf, £9 to £10; boggy, £6 to £7 per cwt., ex store.

TURMERIC.—Very firm and tending dearer, shipment nominal: Madras finger quoted on spot at 32s. 6d. to 35s. per cwt., as to seller.

VALERIAN ROOT.—Dealers' prices for spot supplies are in the region of 40s. per cwt., ex store.

WAXES.—**BEES'.**—Spot values for all waxes are firm and tend dearer: shipment quotations are nominal. Dar-es-Salaam, spot, 100s.; shipment, 95s., c.i.f. Benguella, 90s., in bond; shipment 85s., c.i.f. Conakry, 90s., in bond; shipment, 85s., c.i.f. Japanese spot, 74s., duty paid; shipment, August-September, 58s., per cwt., c.i.f., for first three brands. Madagascar, F.d.e., 92s. 6d., duty paid; shipment, new crop, August-September, 77s. 6d., c.i.f. **CARNAUBA.**—Large buying from the Continent has sent prices up: fatty grey, spot, 145s.; afloat, 140s.; shipment, August-September, 137s. 6d., c.i.f. Chalky, grey spot, 137s. 6d.; shipment, August-September, 136s., c.i.f. Primeira, spot, good quality, 200s.; shipment, August-September, 192s. 6d.; Mediana, spot, 190s.; shipment, 185s. per cwt.

Essential and Expressed Oils, etc.

ALL products are quoted firm on spot with advances recorded, particularly where rates of exchange are concerned. General business has been good.

ALMOND.—Quiet but fully steady: English-made, cwt. lots, 2s. 3d.; smaller parcels, up to 2s. 9d. per lb.; foreign, cwt. lots, 2s. 4½d.; smaller parcels, up to 3s. per lb. French, bitter, 6s. to 6s. 1½d. per lb.

ANISE (STAR).—More business, prices advancing, shipment, nominal. Spot, leads, 3s. 6d.; tins, 3s. 4d.; drums, 3s. 2½d. per lb., ex store; shipment, nominal.

AVOCADO PEAR.—Californian oil available at 42s. 6d. to 50s. per gallon, as to quantity.

BAY.—Some small trade with prices steadier; quoted at 4s. to 5s. per lb., as to quantity, in cases.

BERGAMOT.—First-hands report no shipment quotation and the spot value is nominal at 15s. 6d. and upwards but with no bulk business recorded.

CAJUPUT.—Market steady: spot values, B.P., 2s. to 2s. 3d. per lb., as to quantity.

CANAGA.—Fully steady and dearer. Quoted on the spot at 4s. 6d. to 4s. 9d. per lb., as to quantity and packing; shipment, 4s. 1½d. per lb., c.i.f.

CARAWAY.—Dearer on exchange: Dutch rectified, from 7s. 6d. to 7s. 9d.; crude, from 7s. per lb., landed and duty paid. Russian double-distilled, about 7s. 6d. per lb., as to quantity.

CASSIA.—Steady at 3s. 3d. per lb. in leads and 3s. 1d. per lb. in drums, spot.

CEDARWOOD.—American dealer on exchange: African, in drums, 1s. 1d.; smaller packages, up to 1s. 6d. per lb. American, in drums, 1s. 2d.; smaller packages, up to 1s. 7d. per lb.

CINNAMON LEAF.—Spot values steady at, for repacked oil in limited quantities, from 2s. 7½d. to 2s. 9d. per lb., as to quantity.

CITRONELLA.—Good business in Ceylon oil on spot with values dearer: Ceylon, spot, drums, around 1s. 7d.; smaller parcels, up to 2s.; Java, spot, drums, 1s. 9d.; smaller parcels, up to 2s.; shipment markets nominal.

CLOVE.—Firm and tending dearer: Madagascar, spot, drums, 2s. 7½d. per lb., if available; smaller parcels, up to 3s. 3d. English distilled, 4s. 6d. to 5s. per lb., as to quality and quantity, ex store.

EUCALYPTUS.—Very firm and in limited spot supply: shipment prices nominal: Spanish is offered at around 1s. 6d. per lb., c.i.f., as to packing, Australian, 70 to 75 per cent., tins, 1s. 8½d.; drums, 1s. 8d.; 80 to 85 per cent., tins 1s. 10d. per lb. ex store; higher prices for smaller lots.

GERANIUM.—Little interest on spot; shipment markets nominal: Bourbon, spot, about 11s.; Algerian, spot, 11s. 9d. to 12s. 3d.

HO (SHIU).—Nominal on spot with no bulk supplies and no shipment quotations.

JUNIPER BERRY.—Firm and in small supply here: on the spot at from 3s. 6d. to 4s. 3d. per lb., as to quantity and seller.

LAVENDER.—No news from France on new crop prices although it is understood the yield is up to average.

LEMON.—Spot holders of Sicilian oil report a fair inquiry and their prices for branded oils appear to be in the region of 12s. 6d. to 13s. 6d. per lb., ex store. Blended oils at cheaper prices. Supplies of genuine oils seem limited. Californian oils quoted in dollars on spot at former rates with limited supplies available.

LEMONGRASS.—Steady on spot; shipment nominal: Spot, from 1s. 8d. to 2s. per lb., as to quantity.

LIME.—More business on spot, prices steadier: West Indian, distilled, 13s. 6d. to 14s. 6d. per lb., as to quantity and packing.

MANDARIN.—Spot market fully steady: spot, 15s. to 16s. per lb., as to quality.

NEROLI.—Quoted on the spot at 16s. 6d. to 17s. 6d. per oz., landed, for new-crop oil.

NUTMEG.—In fair demand and very steady: Dutch and American, from 5s. 4½d. to 5s. 9d. per lb., as to quantity.

ORANGE.—More business on spot and prices are firmer: French Guinea, in drums, around 2s. 10½d. to 3s. per lb., with re-packed oil in tins up to 3s. 6d.; shipment, round 2s. 4d.. Californian, spot, in small drums or two or more cases, 58 cents per lb., ex store.

PALMAROSA.—Very firm and dearer: Spot, around 9s. 6d. to 10s. per lb.; shipment, nominal.

PATCHOULI.—Spot, Singapore, dearer at 12s.; Seychelles, 9s. 3d. to 9s. 6d.

PEPPERMINT.—More spot demand, market firmer; shipment nominal: Spot, 4s. 6d. to 4s. 9d., as to brand and seller; near afloat, around 4s. 4½d.; shipment, August-September. Chinese, spot, dearer at 4s. 6d. to 4s. 7½d.; shipment nominal.

PETITGRAIN.—Steady: spot, cases, 3s. 7½d. per lb.; shipment, nominal.

ROSEMARY.—Spanish is steadier at 3s. 1½d. to 3s. 6d. per lb., as to quality and quantity. Tunis, 2s. 8d. to 3s. per lb., landed, as to quantity.

SANDALWOOD.—Genuine East Indian Mysore, in one-case lots, steady at 20s. 6d. per lb.; East Indian, produced outside the province of Mysore, 16s. 7½d. to 17s. 3d. per lb., c.i.f., in bulk quantities. English-made West Indian, 7s. 3d. per lb. Australian, steady at 15s. 3d. per lb. for 7-lb. tins. one case at 14s. 9d., and five cases at 14s. 6d. per lb.

SASSAFRAS.—Firm and dearer: best quality oil, 4s. 3d. to 4s. 9d. per lb., as to quantity. Other grades at less.

SPEARMINT.—Dearer on exchange: U.S.P. oil, spot, about 9s. 6d. to 9s. 9d.

SPIKE.—Spanish quoted at 5s. 4½d. to 5s. 9d. per lb., ex store, as to quantity and quality. Blended oils at cheaper rates.

YETIVERT.—Bourbon quoted on the spot at 15s. to 15s. 6d.; Java easier at 10s. to 10s. 6d. per lb., as to quantity.

WORMSEED.—Dearer and firm: U.S.P. oil, spot, 11s. 1½d. to 11s. 6d.; shipment, nominal.

Egypt as an Export Market

EGYPT offers a rapidly expanding market for pharmaceutical products. At present, France is the principal supplier, with Germany second and sending into Egypt about two-thirds of the amount exported by France. Great Britain is third on the list, with rather more than half the French total. An increasing share of the trade is going to the United States, though the value is still far below the British figures. Possibly, however, some proportion of the British figures is made up of American products exported to the Egyptian market by English branches of American manufacturers. The majority of doctors practising in Egypt have French diplomas, and are thus more conversant with French pharmaceutical products and proprietary articles than with English. Most of the French pharmaceutical products sold owe their popularity to professional recommendations, while British and American medicines sold are mainly of the popular, advertised class. Beauty products are in increasing demand, and the growth in sales recently has been rapid. The well-dressed and well-groomed Egyptian woman of to-day has become an important customer, and there is also a large foreign population which accounts for a fair share of purchases of toilet requisites.

The introduction of new British lines into Egypt has been handicapped by the reluctance of most manufacturers to distribute free samples to the consuming public, as do a number of their competitors. On the other hand, trouble has been experienced through an illicit trade in samples of which some druggists are found guilty. The Government is paying attention to this abuse, and has under consideration a law to deal with the trouble. The method of presentation is as important in Egypt as in Western countries. Some of the old-fashioned British remedies, for which the original form of packing is still used, are apparently losing ground in favour of more attractively presented articles. The form of shipping containers has also had a considerable effect on sales. This has been particularly noticeable with American goods. Importers in Egypt have found that for United States manufactures there is rarely a claim for breakage, damage or leakage. Consequently they have been inclined to place their orders for general merchandise in quarters from which they can rely upon delivery in perfect condition.

A difficulty which exclusive agents are sometimes up against is the sale of standard lines by wholesale importers who have

purchased their supplies from merchant houses in overseas countries. Manufacturers have sold their specialities to these merchant houses without inquiring as to the destination of the goods. The agent may thus build up his market after much hard work and expenditure of capital only to find that the goods for which he is supposed to be the only source of supply are being obtained from other sources. This is disastrous for him, though the manufacturer, ignorant of the true conditions, may find nothing wrong. The agents' troubles do not usually end there. Frequently the wholesaler is handling lines on which there is a substantial margin of profit. By forcing on the retailer a quantity of these long-profit goods he is able to supply him with the ready-selling standard line at cost price, or even lower, with the result that the advertised product is being sold over the counter at a figure below which it is impossible for the genuine sole agent to sell. This is damaging not only to the agent but also to the manufacturer, since cases are not infrequent in which the advertised product is being supplied to the public at less than the retail selling price fixed between agent and manufacturer.

Advertising is another important point in which the manufacturer should take interest. It is essential to advertise in Egypt, but the manufacturer should not be satisfied with allocation of a sum which is left to the agent to spend as he thinks fit. There are agents who abuse this method. Fortunately they are few, but there is also the agent who knows nothing about advertising, and he, with the best of intentions, leaves the appropriation to the tender mercies of self-styled advertising experts in Egypt, whose actions are not always governed by desire to secure the best for their principals. The genuine agent welcomes the co-operation of the manufacturer in advertising campaigns, while his assistance and advice as to media and adaptation of copy is invaluable. Advertising campaigns should be tied up with dealer-sample schemes, and when this is done through a reliable agent the manufacturer may rest assured that he is getting value for expenditure. The Egyptian Government is encouraging the establishment of new industries. There is a desire to prohibit the importation of pharmaceutical products, drugs and chemicals, if they can be manufactured in Egypt, and a proposal has been put forward to establish factories in Egypt for this purpose. If this should come about it will be the well-established, trade-marked goods that will benefit above others.—A. E. (5/7).

Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

The Co-operative Bazaars

SIR,—One of the recommendations in the report of the Co-operative Wholesale Society on the question of establishing a chain of bazaar stores is that no dividend be paid on purchases. (*C. & D.*, August 26, p. 252.) If co-operative bazaars were to be opened on this principle, one wonders whether they would have the same drawing power, as the dividend is one of the main factors which makes for the success of co-operative trading. While there may be many people who belong to co-operative societies on principle, and make a rule of dealing at their own shops, there are also many who give their custom solely on account of the dividend, which they look on partly as profit for themselves, and partly as a form of savings bank. But this latter class do not confine their purchases to the co-operative shops, and without the attraction of the dividend it may be that they would not patronise the co-operative bazaars in preference to those already established. If, on the other hand, the co-operative bazaars found they were not getting the support expected, there is the possibility that they might reconsider this recommendation, and decide to give the usual dividend. I suppose this could be worked as easily in a bazaar as in the ordinary shops, by means of the customary "divi" ticket, and there should be no difficulty about providing the dividend, if we are to judge by the figures of the existing stores. So far as the private retailers are concerned, dividend or no dividend, the opening of a new chain of fixed price bazaars, or stores with a range of articles up to 5s. in price, can only add another to the serious list of competitors, and render it still more difficult for them to make a living. Others who may feel this fresh competition are the manufacturers of many different types of goods who have introduced small packs of their specialities solely to get them into the bazaars. But the co-operators manufacture specialities of their own of all kinds, if they feature these in their own bazaars it will tend to lower the sales of other advertised lines.

Yours faithfully,

ZEBRA (28/7).

Tidiness

SIR,—The notes on "Old Tins as Containers" (*C. & D.*, August 19, p. 218) could well be read in conjunction with the article on "The Virtue of Tidiness" (p. 229). For my own part I cannot work unless the pharmacy is neat and tidy, and I can never understand how some men can dispense on a counter cluttered up with bottles, stock, notes and a varied collection of oddments. One form of untidiness which should be checked at once is the leaving of shop bottles on the counter after using them for dispensing; if anything is likely to lead to mistakes it is this. It is just as easy to put a bottle back into its proper place after using it as it is to leave it lying about, and then there is no risk of it being picked up hurriedly in mistake for something else or being mislaid. Another form of untidiness consists of leaving stock about after serving customers. Sometimes the labels on the dispensing-counter bottles are allowed to become almost if not quite, illegible: this is not only untidy but is apt to cause trouble when a locum or a new assistant is engaged. Many pharmacies which are tidy in the shop have no system in the stock-room, goods being stacked in the first vacant space available. I have found the best method is to keep the goods from each firm in a separate partition, thus facilitating looking them over when ordering. In the shop, it is better to keep each class of goods together, then the complete range of each is to hand without wandering round the shop. In the window one sees sometimes strips becoming detached and hanging by a corner, giving a dilapidated appearance to the display. I am not in favour of plastering a chemist's window with these strips, neither do I like the modern tendency of decorating the shelves with crinkled paper, a fashion more suitable for a toyshop than a professional business. There is one kind of fussy proprietor who makes work intolerable for his assistants, the man who cannot leave them alone but who must take a hand in every job. A reasonable amount of supervision is necessary, but an assistant, especially a qualified one, is expected to know his work, and should be left to get on with it.

Yours truly,

TIDY BY NATURE (22/8).

Miscellaneous Inquiries

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them

K. I. C. S. (31/7).—FLY REPELLENT.—The following will form suitable alternatives to the substances to which you refer:—

Lotion

Insect powder	..	..	..	1 oz.
Acetic ether	..	..	..	½ oz.
Rectified spirit	..	..	..	4 oz.

Macerate three days, filter, and add:—

Oil of lavender	..	..	..	15 min.
Rectified spirit	..	..	..	to 5 oz.

Dilute with an equal volume of water before application.

Cream

Acid quinine hydrochloride	..	..	5 parts
Wool fat	..	..	70 parts
Cod-liver oil	..	..	25 parts
Oil of geranium (or lavender)	..	..	a sufficiency

Dissolve the acid quinine hydrochloride in 10 parts of water, add the wool fat, then the cod-liver oil and perfume.

J. H. S. (26/7).—THALLIUM SULPHATE FOR ANTS.—This poison should not be recommended for the home preparation of baits. It is an effective poison for use in baits for rats, mice and ants, but as a rule only ready-prepared baits should be sold to the consumer. If necessary, it may be prepared dissolved in syrup for sweet-loving ants or mixed with paste for the grease-eating variety. The freedom from odour and taste permits the use of such high concentration that the killing power as ant poison may exceed fifty times that of other preparations containing arsenicals. The slow action of the thallium bait, carried to the colony by the ants, leads to their subsequent entire destruction. The following is a suitable formula for thallium-sulphate syrup:—

Sugar	..	..	..	1 lb.
Water	..	..	..	1 pint
Thallium sulphate	..	..	..	27 gr.
Honey	..	..	..	3 oz.

Stir together and heat to boiling point. Avoid vapour when boiling.

A. A. (18/8).—DESTRUCTION OF MOLES.—The following is a recommended formula for a mole bait:—

Meal	..	..	..	250 gm.
Shredded meat	..	..	..	210 gm.
Liquid red squill	..	..	..	212.5 gm.

This material is divided into 150 baits, an average weight of 4.5 gm. per bait. The liquid red squill referred to is a liquid extract prepared by macerating red squill in a menstruum of glycerin 25, acetic acid 2½, distilled water to 100. Another method of destroying moles is to place pledgets of cotton-wool soaked in carbon disulphide in the animals' runs and to cover up the holes again.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," August 31, 1889

Revenue from Patent Medicines

The year's revenue from patent-medicine stamps was £10,900 better than in the preceding year; it amounted to £202,375. This is double the sum realised fifteen years ago. The number of licenced dealers in patent medicines is also on the increase. These numbered 20,720 in England (20,072 the preceding year), and 1,565 in Scotland (1,528 the previous year.) There can be no doubt that this interesting branch of the revenue has been much more closely looked after by the authorities within the past ten or twenty years, and it would not be correct to assume that the duplication of the revenue for stamps means twice as much trade in the class of goods included in the term "patent medicines." But it is equally beyond question that that business does steadily expand. The last return may be taken to indicate a gross business at makers' prices of at least a million pounds a year.

RHEUMATISM and influenza . . .

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Bell, John, Hills & Lucas	Loffthouse & Salmer, Ltd.
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British Drug Houses, Ltd.	Pinkerton, Gibson & Co., Ltd.
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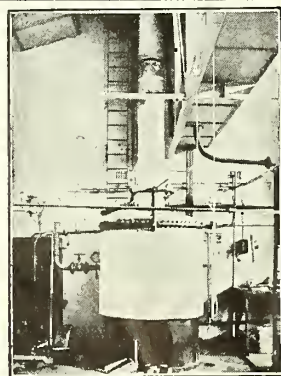
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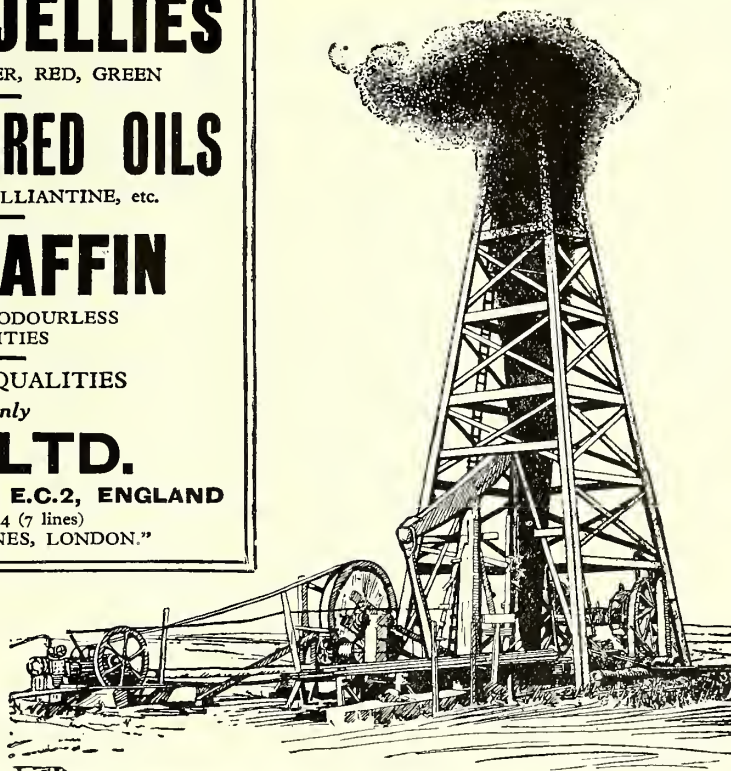
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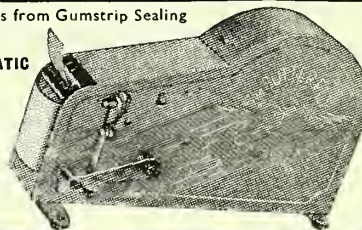
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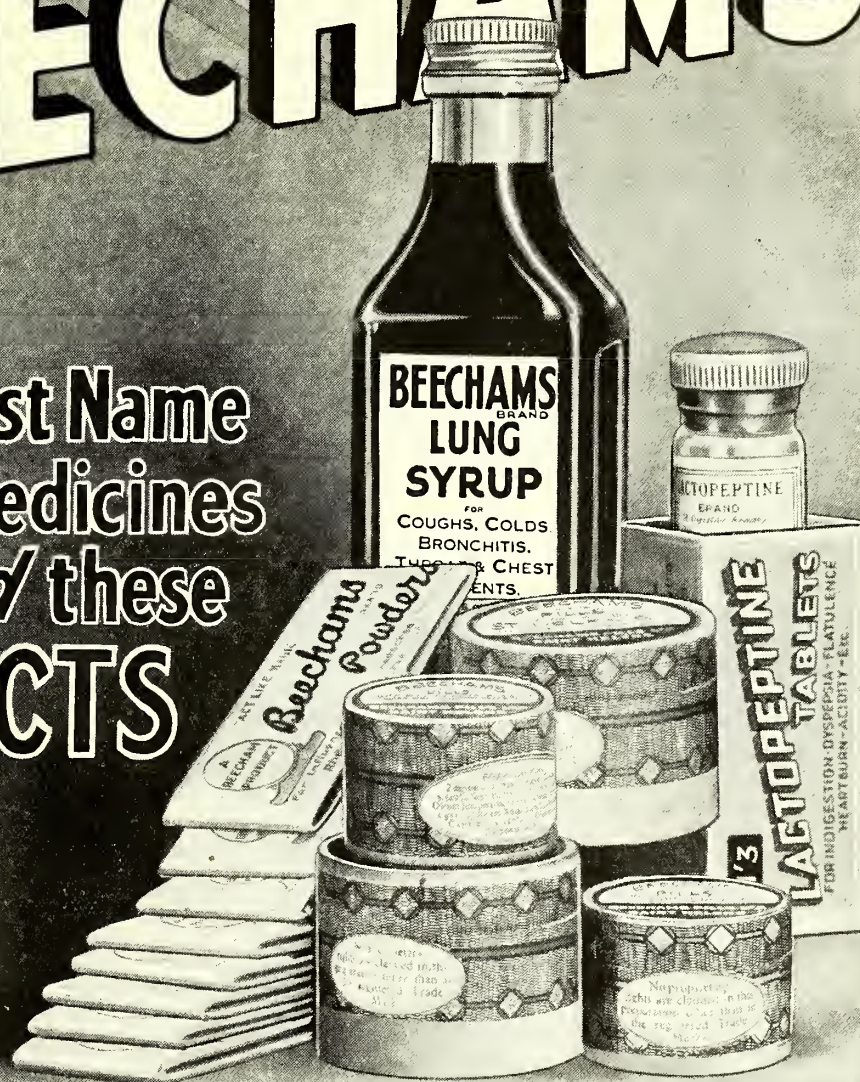
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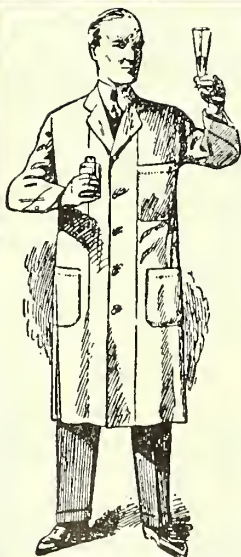
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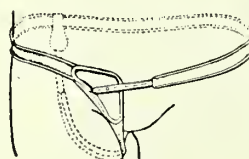
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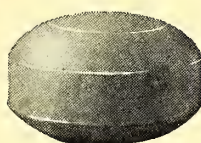
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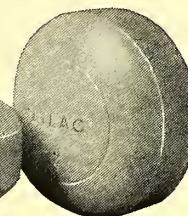
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